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Psychology of Success in **IIT-JEE**



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ANUJ KHARE

Entrepreneur, Motivational Guru &
IIT rank holder (0039) shares his
success mantras for clearing IIT-JEE
& other competitive exams.

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BOOKS

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Disclaimer : The information in this book is to give you the path to success but it does not guarantee 100% success as the strategy is completely dependent on its execution.

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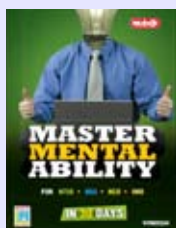
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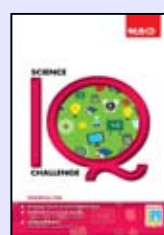
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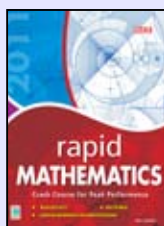
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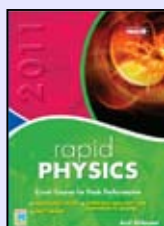
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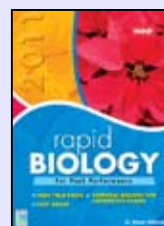
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Dedication

This book is dedicated to my two families, my personal one and the Vidyamandir family who formed a source for my learning and inspiration for writing this book. Thank you Dad, Mom, Rajat, Grandma and my Grand dad Late Shri N.S Khare and team at the Vidyamandir coaching academy including Mr Brijmohan, Manmohan, Shyammohan, Sandeep, Veeru and Hari. Also, this book would not have taken form without help from Rajat's friends Ishan, Ankur, Aman, Tarun and Nikhil. I may not be able to take all names, but thanks to everyone I had the opportunity to meet, learn and grow during different aspects of life including the years spent at IIT Delhi. These include Venky, Ajay, Arvind, Jasbir, Vinay, Prateek, Bijoo, Saket, Naveen, Saurabh, Bhavya, Sachin, Anupam, Vamsi, Virat, Seema, Priya, Ritu, Jyoti, Vaibhav, Nitin, Vinit, Rajesh, Viji, Sarit, Shailendra, Gaurav and Amit Garg. Thank you Kiran, Radhika and Rohnit for editing and cartoons. And of course lots of appreciation for Mr Mahabir Singh and Anil at MTG publications for publishing this book. I would specially mention one more name here, of my dear friend Tonya Buchanan, who taught me about psychology and life and greatly influenced my thoughts. And last but not the least, thank you all you readers, it's you who would shape the destiny of this book.

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Prologue

11:30 p.m., 7 Feb 1996, New Delhi

It was a chilly February night, with the temperature fallen to 3-4 degree Celsius and as usual, I was sitting outside my house, dressed in a sweater and a jacket gearing up for my IIT-JEE exam. It was less than three months away. In those days, I preferred studying in the freezing cold on our veranda because inside the warmth of our house, I feared I would fall asleep. Also, I wanted to prove to myself that I was committed to success and could gladly endure this hardship.

For some reason that night, I was happier than I have ever been before. I suspect this was because somewhere deep down I was confident I was going to sail through, a message that I had been pumping into my heart and soul, day and night for close to two years.

I had always thought of myself as an average student, who could do no better than score 78% marks in his Tenth Class Board examination, but I guess, after that, I had indeed come a long way. My present confidence stemmed from the fact that during this interim, I had put in lot of hard work, acquired a large pool of knowledge and devised a vast array of superior studying techniques that I knew I could effectively bank on. Like a man

possessed, I was driven towards my goal, I was working according to a set plan, all my actions were well thought-out in advance, and every strategy was revised and re-revised with friends, mentors and guides.

Meanwhile, I had also visited many relevant (or irrelevant) centres of information to take notes or learn a few new tricks about how to crack this exam. Sometimes, I would also wonder if this level of awareness would go waste after the exam was over, and after I had mounted the hump that I was now scaling? That thought always sent a shiver down my spine. That's when, for the first time, I committed myself to writing a book that would share all the experiences and knowledge that I had gained during this interim with students who would be following me on this track. On that occasion, I must have toyed with this idea for 20-odd minutes before I jolted myself back into reality to refocus my attention on the studies because, you see, I hadn't cleared the IIT JEE yet!

3:00 p.m. 6 June 1996, New Delhi

The results had begun to pour in. Despite my earlier cocky confidence, at this moment I was feeling quite nervous and jittery. One of my friends, who was already a student at IIT-Delhi called in while I was still busy sending my prayers up.

It was he who broke the news that I had secured the 39th rank at the IIT-JEE 1996. Hurray! I was ecstatic, euphoric, relieved and was also thankful. I just can't describe the million emotions that ran through me at that moment or the rush of adrenaline that I felt in myself. I don't think there are words coined to describe that feeling.

I was all excited about the prospect of going to IIT, Delhi and in that rush of excitement I once again reminded myself of my commitment that I would one day help others achieve the kind of success I had achieved at the IIT-JEE examination, and, with far less effort than I put in. "The definition of life is progress and if future students could glean valuable lessons from all that I had gone through, what's the point in reinventing the wheel?" I told myself.

With that resolution made, I decided I would try to write a book on 'how to crack IIT-JEE after entering IIT-D. I nursed this idea of a book for over two year, carrying it with me wherever I went, letting it slowly germinate in my head, during my stay at IIT and outside it. I could have written a book based solely on my own learning and experience, but because I wanted to give my best to prospective students, I decided to do extensive research on this subject.

I was always making mental notes of the success factors that I was going to put in this book, the

mantras that I was going to share with other students. I began quizzing my friends and began to realize that I had loads of research material to work with, although I would also have to sit through that material before I could zero in on the golden *mantra* of making it through the IIT-JEE. I had to understand that success formula in depth and not take any short-cut that would result in my packing some easy-to-pontificate, general ideas into the book.

I guess, I had a handle on the tips and the steps I wanted to discuss at length but still not a very good understanding of the science behind it. This struggle with basic ideas was so confusing and time consuming that at one point of time, I recall, I even thought of shelving the whole project! But of course, better sense prevailed!

3:00 PM 6 June 2001, Boston

With bated breaths, my friends and I were waiting for my kid brother, Rajat's IIT-JEE results to come in. I was more nervous than Rajat because I was aware that he had devoted just 70% of the time I had and although he had a much better understanding of the success formula than I had during my time, I had doubts whether that alone would have sufficed. That's when, interrupting my train of thoughts, my mother rushed in with the news that Rajat had made it --- he had obtained 26th rank at the IIT-JEE, 2001.

Again I was delighted, more so because despite my initial misgivings Rajat had scored one Ace over me and with much less effort. I could only attribute this improvement in performance to the success formula, which he and I together had hit upon, and the practice of canned recipes, which I will share with you in this book.

Rajat's results firmed my resolve to pursue my 'book dream' more seriously in order to unravel the mystery behind the 'Psychology of Success,' if there was any. And I was pretty sure that there was. I also decided that my book will have various tools for achieving success and would go on to explain the science behind those tools so that the students following me to IIT will have a firm grasp of what they are doing, why they are doing and whether they should change their strategy to obtain easier, quicker results. Yet, it took me several years of rigorous research to write and finish this project.

11:20 AM Nov 1, 2003 Austin

Sprawled on the grass, surrounded by the dense green foliage in a community park on a cool sunny day in Austin, as I put these last few thoughts on paper, I begin to reflect on all the effort that had

gone into writing this book, I had to admit to myself that I had indeed travelled a long way through time. I am using this moment to also reflect on what I want to achieve through the medium of this book.

The book that you are holding in your hand is by no means a sure-shot guarantee that it will make you obtain a rank in the IIT-JEE, but it definitely is designed to improve your chances of it. This book is my labour of love, the result of my relentless pursuit of that elusive success formula and seven years of meticulous research and understanding the science behind that formula. I am confident that you will benefit from this book and enjoy reading it as much as I enjoyed writing it. So without any further delay folks, let me introduce you to: The Psychology of Success at the IIT JEE examination.

11:20 PM Mar 3, 2010 New Delhi

As they say that life takes a full circle, I am back here in New Delhi for finalizing an Information Security contract for my firm Appin Technologies and Delhi International airport. I feel extremely happy to bring out this latest version of the book after 7 years when it was first released. I must thank the readers for making it a best-seller with over 100,000 copies sold. I must take this opportunity to thank all readers with the lovely emails you have send, I must assure you that it is my most sought after reward. Here's wishing you Best of Luck!

Why IIT?

He came running down the street. Looking at his panting and sweating, I could have guessed that he must have run around a mile or more to reach home. I guessed that he must have heard the news of my clearing the IIT-JEE examination. Without saying anything, he jumped on me and we both fell down, excited and happy. I understood that it had meant as much to him as it meant to me, and that showed clearly on the face of my little brother Rajat. He congratulated me and we both hugged for a while. And then he asked the question, which he wanted to ask for a while I guess. “Bhaya”, he said, “Why IIT? Why so much hard work, and so much preparation, all for one exam?” And I realized that it was not the first time I was asked that question. A radical thought, but worth considering: Why IIT? The seven Indian Institutes of Technology (IITs) have been considered as Jawaharlal Nehru’s greatest gift to India by a selected few, but have we ever stopped to wonder why? Fortunately, and the merit goes strictly to the achievements of IITian’s, I do have a convincing answer for all you seekers out there.

Check with any global corporate giant, at least one among their top ten people would be an IITian. Check with any Indian bigwig company, again one among its top four executives would be an IITian. There are endless examples to support my sweeping statement.

Brand IIT

*A 1998 *Business Week* article on India's whiz kids has this to say for the IITian's: "The rise of IITian's, as they are known, is a telling example of how global capitalism works today. The best companies draw on the best brains from around the world, and the result is a global class of worker: the highly educated, intensely ambitious college grad who seeks out a challenging career, even if it is thousands of miles from home. By rising to the top of Corporate America, these alumni lead all other Asians in their ability to reach the upper echelons of world-class companies."

*A researcher at UC Berkeley has estimated that fully 20 % of start-ups in the Silicon Valley are IITian-owned. Amazon.com CEO and founder Jeff Bezos has described the Indian IITian as a "world treasure."

*Narayan Murthy, founder of Infosys was recently quoted in an interview confessing that his son had to go to an Ivy League school Cornell because he could not get into IIT.

*Bill Gates, founder of Microsoft says the computer industry has benefited greatly from IITian's..

*The achievements of IITian's have been celebrated to dizzy heights by America's two top business magazines - -- Forbes and Fortune.

*A co-anchor on CRS (IS IT CBS OR CRS?)' 60 Minutes described IIT-Bombay thus, "Put Harvard, MIT and Princeton together, and you begin to get an idea of the status of these schools in India."

*The US presidential candidate Gen Wesley Clark wants to offer IITian's automatic American citizenship.

ITC, one of India's biggest blue-chip companies is headed by Y.C. (Yogi) Deveshwar, an alumnus of the IIT-Delhi. Housing finance giant HDFC has Deepak Satwalekar, as it's Managing Director --- a product of the IIT-Mumbai. NIIT, one of India's most successful young companies, was set up by the two IIT-Delhi alumni, Rajendra Singh Pawar and Vijay Thadani. Nandan Nilekani, President and Managing Director of India's most admired corporation, Infosys Technologies, is from the IIT-Mumbai. Arjun Malhotra, co-founder of India's largest Infotech group, HCL, who later set up the US-based software major TechSpan is from the IIT-Kharagpur. The list is endless. Can all these success stories be attributed to co-incidence? If yes, then here's more evidence to convince you of the contrary --- Rajat Gupta (IIT-Delhi) heads the world's one of the top management consultancy, McKinsey & Co., Rono Dutta (IIT-Kharagpur) is President of the world's one of the biggest Airlines, United Airlines. Arun Netravali (IIT-Mumbai) is President of the world's one of the finest electronic research centre, the Bell Laboratories, Vinod Khosla (IIT-Delhi), as co-founder of Sun Microsystems is still considered one of the most powerful men in the Silicon Valley.

But why just talk of the bigwig companies? Whizlabs, a Delhi based outfit, a pioneer in the business of offering Internet certifications is founded by Purvesh Sharma and a group of other

IIT-Delhi alumni. Other smaller companies in the same league are Azikewe Systems, based in Bangalore, founded by Abhishek Porwal among others,. The list of such lesser known, creative hot shops powered by IITians is also endless. These outfits may be small, but their turnover runs in crores. In the area of research, C Mohan (IIT-Mumbai) recently received the IBM Fellow award in database transaction. Harish Saluja, the Director of the film 'The Journey,' is an IIT product. Jag Mundhra, the Producer of over 25 Bollywood and Hollywood movies, whose latest venture, Sandstorm ("*Bawandar*") has picked dozen-odd awards at various international film festivals, is also an IITian.

An extract from Michael Lewis's *The New New Thing*

The IITs became the funnel through which young Indians who finished high in a national standardized test passed on their way into Nehru's game of catch-up ball. The force of the attraction was spectacular. It was as if a nation of 900 million people has set out to find the few among them most able to program a computer, and leave nothing to chance. By the time the Nehru regime finished engineering Indian society, every parent in the country wanted his son to become either a doctor or an engineer. By the early 1970s hundreds of thousands of Indian seventeen-year-olds were sitting for the annual two-day engineering exams. A few weeks after the exams the results were posted. The two thousand students with the highest scores won admission to the IITs and had their names printed in the newspaper."

Okay, if you are still not convinced, here are a few more facts to chew on... Prove me wrong if...

- 1) IITians are *not* lapped up by all top Fortune 500 companies
- 2) IITians are *not* preferred by universities abroad for further education
- 3) IITians are *not* preferred by the likes of top management schools such as the IIMs, Harvard, Wharton, Kellogg, Stanford and ISB, to name a few
- 4) IITians are *not* preferred over other graduates for selection into IAS and other civil service cadres. The topper at the IAS examination 2003 was Ankur Garg, an IITian in his final year.
- 5) With a choice of over 30-odd electives, the curriculum that the IITs offers, *doesn't* make these graduates savvy businessmen and entrepreneurs in everything that they attempt.
- 6) IITians are *not* preferred by the country's premier research and defense establishments.

In short, if as a science student, your goal is to set up your own company one day, land a plush job, settle abroad, take the civil service exams, do MBA, become a professor or simply become rich and loaded, the IIT is your passport to success.

Is IIT For Me?

If my previous paragraphs have completely overwhelmed you, you may have begun to wonder,

“Is IIT some sort of an Ivory Tower for the Prima Donnas of the academic world?” No, its not. Even an average student can aspire to be part of the IIT dream, if only he decides to commit himself to this goal and approaches the exam in a strategic and careful manner, as explained in this book.

Although the answer to the question, “Is IIT for me?” is not simple, I am not going to help you figure it out either. Preparing for IIT is a personal decision and *you* have to commit efforts to that decision and commit loads of efforts. My role is simply to inspire and make you aspire.

IIT spoofs

And for the uber-geek, alpha-nerd, IITian, already giddy with praise, there's more glad tidings --- they have been featured in Scott Adams's comic strip, Dilbert, with the introduction of a character called Asok. The spoof shows the IIT grad as a bizarre geek, while also conveying the Indian take-over of the world of hi-tech professionals. Asok is proud of the fact that he is an IIT graduate and considers himself superior to his American counterparts. When Wally asks him, “Are you tired?” he replies: “I am trained to only sleep during National Holidays”. It doesn't end there. Asok is seen to continue demonstrating his perceived superiority as an IIT grad, declaring that he tries “Not to frighten ordinary people with any gratuitous displays of mental superiority.” Proof? He no longer reheats his tea by holding the cup to his forehead and imagining fire!

No doubts that IITians display skills that make other people feel as described above, I am here to show you that IITians are no super humans; they are normal people like you and me.

Remember, the only meaning that life has is the meaning we ascribe to it. This means, that if you are limited in any sense, you are limited only by your own thoughts. If you ever allow yourself into believing (even subconsciously) that you can never make it to the IIT, I would agree whole-heartedly with you. You definitely cannot and this book also cannot help you make it through the IIT-JEE. Perhaps you should junk this book aside and engage yourself with something less taxing.

But if you have one little spark glowing in some corner of your heart that says 'I can do it' or rather 'I will do it' --- don't let that spark die. In that situation, I assure you 100% that there is a good chance that you can do it. There's nothing that can come between you and the IIT once you choose to enter its hallowed portals. It is nothing but our belief systems that manifest itself into reality.

Quotable quote

"The belief that becomes truth for me, is that which allows me the best use of my strength, the means of putting my virtues into action."

-Andre Gide

Remember that all beliefs that we hold today are rooted in the past. Those beliefs are not absolute realities. People who have a limiting belief of

who they are, or what they can be, are forever condemned to a life of mediocrity. Just because they were not successful in the past, does not mean that they cannot be successful in the future too. But

if they continue to hold such negative thoughts, they can soon turn them into self-fulfilling prophecies.

Or else, these pessimists are so hung-up about being 'realistic' they don't make any attempt at preparing for the IIT-JEE, instead focus only on the board exams, which implies that they live in constant fear of failure. That's really too bad, because in real life, the past does not equal the future.' If you cannot develop an absolute sense of certainty that powerful beliefs can provide, you cannot accomplish anything. Success at IIT is just one small thing.

I know scores of otherwise brilliant students, who feel that because they never topped their school's merit list, they cannot sail through the IIT-JEE. This is an absolute myth. Performance at school examinations often bears little co-relation with performance at the IIT-JEE. The curriculum and skills required to crack the two exams are as different from one another as chalk from cheese.

Success at school exams depends on attending regular classes, taking notes, guessing the examination pattern from previous years' papers, being the teacher's favourite pupil, or on a student's mugging power. But the IIT-JEE is a totally different ball game altogether. It requires nothing short of strategic planning, motivation, hard work, careful guidance and loads of practice. The rigorous preparation that the IIT-JEE demands include academic skills, your general aptitude,

course selection and planning, and also time management skills and motivation. The IIT-JEE is a precision instrument not a run-of-the-mill entrance test.

In fact, intelligence is just one small attribute that can get you through the IIT-JEE. I am not saying that intelligence (or as we commonly interpret the term, based on a student's performance in school or at public examinations like the boards) plays no major part at the IIT-JEE. It does. In fact, *it is* one of the top five factors, but not every IITian you meet will claim that he did excellently in school.

I interviewed a small batch of IIT students, as groundwork for preparation for writing this book and let me tell you that less than 10 per cent of those interviewed counted "intelligence" as the top five factor of their success at IIT-JEE.

Having said that, I must reiterate that the reverse is equally true. Believing that because you did well in school, you will also do well at the IIT-JEE is living in a fool's paradise. In fact, a majority who do excellent in school don't manage to clear any competitive exam, let alone the IIT-JEE. Only a hardworking student, who is absolutely determined and confident of his success and abilities, can hope to come up at the top.

Another myth that needs to be demolished is that the IIT-JEE is a very tough examination. Or that the

questions are complex and difficult-to-crack. This is not true. The IIT-JEE is just a different pattern of examination. All it requires is a different approach to understanding the same subjects that you study in cracking other set of examinations. The success lies in understanding the basic *fundas* and practicing them hard. It is as simple as that.

But the first thing that you need to do is shed all your inhibitions, all your negative emotions and fear of disappointment, while embarking on this exciting, rigorous and rewarding journey of getting into the IIT. If you have already come midway in your preparations, let's discuss how we can make your strategy better.

The vital ingredients are already in place: you have understood that your past performance has no bearing on your future performance; you know you need to take full charge of the situation, regardless of whether you have ever topped your class or been counted in the bottom half; your belief system is strong; and most importantly, you are confident of your success. So let's now discuss the key characteristics that are going to make you an IITian.

You can succeed in clearing the IIT-JEE if...

- You believe that you can get into IIT
- You understand that success at IIT is independent of success in school
- You learn the techniques required for success at IIT and practice them

Success at the IIT is a combination of many factors, including determination, hard work, positive self assertions, time management and using some time-tested proven techniques for studying for and giving tests. We will discuss all these techniques individually and at greater length in the later chapters.

How This Book Can Help You?

This book will:

1. Help you motivate yourself
2. Help you program your brain for optimal performance
3. Give you plenty of hotshot ideas on how to sail through the IIT JEE examination
4. Actually help you visualize and crystallize your success
5. Share with you top secret study and test taking *mantras*
6. And, last but not the least make of aware of ALL supplementary factors that can enhance your performance --- relaxation, practice, the role of the teachers and much more.

Even a student of so called average intelligence, will be able to develop self-improvement plans after reading this book. The results of his efforts will get validated at the time of taking the test. This book is not filled with the usual hackneyed metaphors and politically correct statements. I am not going to use clichés like, “You can succeed by working harder and smarter.” Nor am I going to list important

questions and topics for the IIT-JEE exam in this book, or furnish a long list of all the smart coaching institutes that your town has.

How this book will help you?

- It will help you develop a psychology of success
- It will strengthen your habits for being successful

Rather, through this book, I want you to ‘walk the talk’ with me. It’s a journey that we will together be making, step by step on the course that you have chosen for yourself. This book will examine the psychology behind the success of people who made it there before you and from whom you can learn practical tips and guidelines for your own success.



This book is my labour of love; the culmination of my seven years of relentless quest for that one success formula that will guarantee success to anybody who lays his hands on this book.

This book will discuss all factors that can contribute to your success. But mostly, this book will work on two aspects of your personality: psychological and habitual. The first refers to your mental and behavioural aspects, i.e. how you think, dream etc., while the habitual aspect refers to how you eventually act, i.e. the techniques you employ for studying and relating concepts to theories.

How This Book Is Structured?

The first chapter of this book gave you an introduction about the IIT and how this book will help you achieve success at the IIT JEE entrance examination. The second chapter is about the importance of determination and motivation. This chapter will discuss how these can become the two most important tools in your arsenal. If you have these two tools, all the other tools will come automatically to you.

Next, we will learn how our brain is structured and how you can programme your brain for success. The concepts you will come to learn in this chapter are time-honoured and have been used for centuries for achieving similar goals, although they have only recently been polished into a true art form.

The fourth chapter will discuss how time management plays a crucial role in our success. We have just 24 hours in a day. So you have no choice but to make the most of this limited time resource at your disposal.

Success at IIT-JEE is made of the following ingredients

- Determination and motivation
- Brain conditioning
- Time management
- State management
- The presence of a good mentor and course material
- Sleep, relaxation, diet and exercise, besides love and encouragement
- Optimal study and test techniques

Another factor that is common to all successful people is the presence of a reliable mentor in their lives. This mentor can be in the form of a coaching institute, postal lessons, a private tutor, or a parental guide. Having a mentor has become mandatory in today's competitive work to gain an edge over our competitors. This discussion will be covered in chapter fifth.

In the sixth chapter, I will discuss the importance of factors that we usually do not consider as very important for success, such as sleep, diet and exercise etc., but which if neglected can play havoc

with study plans. Neglect these factors only at your own peril.

The seventh chapter is where I share some optimal study plans and examination cracking techniques with you, techniques that will guarantee your success. Throughout this chapter, you will grasp a good understanding of all the important concepts, the importance of regular practice and the right posture for studying.

Finally, my last chapter will bring you valuable insights and tips straight from the horses' mouths, i.e. from the people who, prepared for the IIT-JEE and made it straight through! This has first-person accounts from other IITians, who were once students like you. Through their stories they will share their success *mantras* with you.

In short, if used properly this book can be your one-stop guide to success at IIT-JEE.

Your Success Cocktail --- Determination & Motivation

When Warren Buffet, a shrewd investor and the billionaire chairman of Berkshire Hathaway Inc. was asked about his success formula, his one-line rejoinder was: “Define your goals, then decide what are you going to give up to achieve those goals.”

This may sound extremely elementary, but believe me, what Buffet said is the simplest recipe to achieving any kind of goal in life. Giving up activities, which are very gratifying in the short run, to achieve something, which is gratifying in the long run, may be easier said than done, but that’s the price success extracts from each one of us.

It takes loads of will power and Warren Buffet’s kind of single-track mind to achieve what he has. Even as a child, his hyperactive investor’s mind was forever ticking away, thinking of newer and better ways of making money on the stock market.

Do you have that kind of a charged battery? In order to pursue a goal which is important to you in future, are you willing to give up ‘X’ number of activities, which are very engaging and entertaining now? Those small things will all have to be discarded for the big thing, i.e. your success at the IIT-JEE.

Let's focus our energy on another question: Is IIT the goal that will make you so firm in your resolve that you will willingly throw yourself into your studies, poring over your books several hours a day for at least the next one to two years of your life? Put differently, is admission into IIT, that One Single goal of your life, at least for the time being? If it is, your efforts have to match your goal. To understand why that's so important, let's do a little experiment with ourselves.

Ask yourself if you have ever set a personal goal for yourself that you failed to achieve? It maybe a commonplace goal, such as securing above 80 per cent marks in a school test, winning a race, proposing to a classmate or losing weight --- but the disappointing thing was you failed in your mission.

I would insist (and later in this chapter, I will prove exactly how) that you failed because you did not put enough efforts into that goal. The alchemy did not happen because you did not give your 100 per cent to the cause. If you are a little honest with yourself, you'll see in retrospect that you really weren't that determined to succeed. Because barring a few happenings, which are beyond human control, there can't be too many incidents in life where the determination was 100 per cent but the person did not succeed.

Now, remember a time when you were totally motivated to succeed. Your determination was so

total that nothing stood in your way. You were determined to win, come what may. And, what I am talking about here is INTENSE desire or PASSION to achieve something --- anything. I bet that was the time when you overcame all obstacles. You may not have realized it then, but your determination played a key role in your success. I am willing to wager my last rupee on the assertion that efforts bring results; 100 per cent efforts bring 100 per cent results. The relationship between efforts and results is simple, direct and proportionate.

In this chapter we will work together at building the same or even higher level of determination for you for the IIT-JEE preparation.

Why Do I Want IIT Bad Enough?

A few fundamental questions you need to ask yourself before get setting for the IIT-JEE examination are:

- Why do I want to get into IIT?
- Why do I want to invest one-two years of my life to achieve this goal?
- What does IIT mean to me?

Many people are not so successful in school because they think that good grades bring nothing but a little fame and shine in class, so why bother. You *do need* a solid good reason to succeed at anything and a *little fame* may not be a good reason to work hard

for many, but believe me IIT promises not a little but a *lot of fame* and moolah.

In the previous chapter, we just read why IIT is such a popular brand. If that did not motivate you, think hard about what else can motivate you. There has to be something strong and compelling in your life, making you aspire for the IIT? Figure out what it is. You must know what you want from life. And getting into IIT must align with this goal.

If you are still questioning whether the effort is worth it, let me tell you that I have met not one IITian who did not tell me the effort was every bit worth the joy and abundance that IIT brought into their lives. Scores of students study for clearing the IIT-JEE only because their parents want them to, but score others do it simply for a personal, all-encompassing reason. Are you one of these people? Ask yourself.

I suggest that you look for a paper and pencil this very minute and start jotting down all the benefits that you could draw just by virtue of being an IITian (and also what you would miss out by not being one)! Once this list is compiled and you have made 20-30 entries, go over the list again, slower this time. Once you come up with your own list, I am convinced that this will help you concretise your goal. This list should also include all that you would have to go through if you don't make into IIT. At some places, the list could even read: "I will

have to look for admission in a local engineering college where the quality of education may not be as good and my prospects of securing a job after graduation may not be so bright.” Other places it may read “I will get to study with brightest students of the country.”

Done? Getting the direction of my flow? Are you becoming more determined to succeed? Good so let's move on...

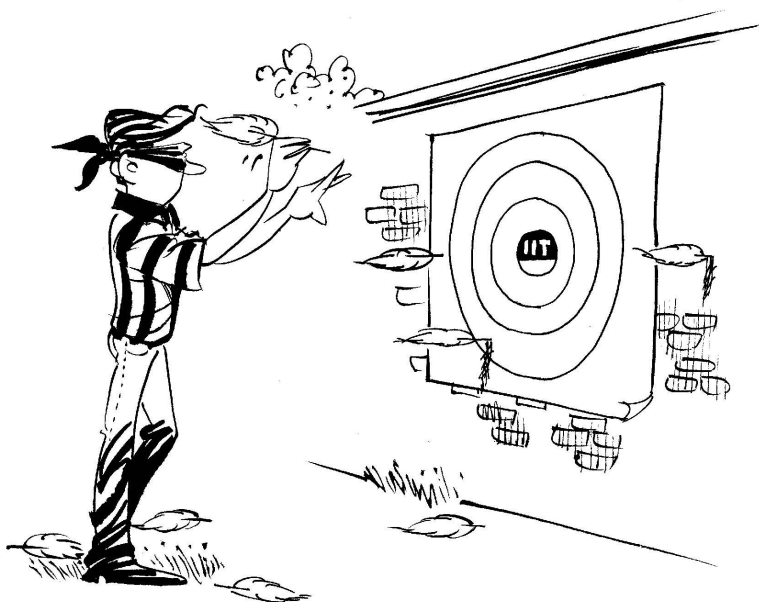
The Meaning of Determination

Recently I met Anton Ohno, a gold medallist in speed skating at Olympics 2002. I asked him if he could name one, just one, characteristic that made him succeed. And his answer was 'determination'.

Determination is the power of deciding definitely and firmly. 'Determination' runs, as a common thread between all successful people; be they in the field of sports, education, music, art, politics or any other. It is my firm assertion that if you were to become absolutely determined to achieve something, and you are willing and able to drop everything else, you will achieve it.

Exactly the same holds true for the IIT-JEE. Over 99 per cent of the IITians I met and interviewed for this book said that they were absolutely certain that they would make it. There was not an iota of doubt

in their minds and everything followed from this determination.



'Determination' makes all other factors come together. Ask yourself, "Am I absolutely determined to secure a rank at the IIT-JEE?" If your answer is 'Yes,' next ask "Are my actions consistent with my determination?" If this answer is 'No' ask again, "What can I do to make my actions align with my determination? Go on playing this game with yourself till you have all the answers.

Even if you don't feel 100 per cent charged up at this point, don't worry. Not everybody is born with a Mohammad Ali size of determination. It takes time and effort to build it. Meanwhile, just keep

playing and replaying dreams of IIT in your head and very soon they will begin to work like magic.

Most people are driven by success, but there are also a few who are driven by fear. If you fall in this latter category, think of what you would do if you don't make it to IIT. Will your parents be ready to cough up the huge sums required to gain admission into a local engineering college? Can your Dad afford it? Will your Mom support him? And, even if they do, would you like being the cause of this extra financial burden on your parents?

Also, think about the average shade of education you will receive in a local college or the insecure future that would await you when you graduate. Surely you must have come across many such ordinary graduates groping in the dark, desperately looking for a job but not finding any.

I could go on and on painting these Doomsday scenarios for you but is there a purpose? Aren't you aware that an IIT graduate's fate is a hundred times better than that of a 'Plain Vanilla' variety graduate? Even at the height of the economic recession, an IIT graduate could get four jobs in his pocket, before deciding on the final one.

The long and short of my sermonizing is that every day, you must play this "what if: scenario with yourself. It will not just strengthen your resolve, it

will also develop a gut feeling in you that come what may, and you will succeed.

However, determination alone is not enough for success. You also need to keep yourself motivated. Determination and motivation are not synonyms. If you have one, it doesn't mean you will necessarily have the other. Motivation is the turbo-engine that keeps determination high and successful people use it constantly to complete their arduous journey.

The Meaning Of Motivation

As I said earlier, motivation powers determination. Motivation provides the ammunition to keep your determination high so that your goal always remains in your sight. Past surveys show that successful people keep more than one motivational factor to keep their batteries high. Unsuccessful people unfortunately do not have any motivational tools to fall back upon. This is the single most important factor that differentiates between successful and unsuccessful people.

Achievers don't let themselves forget their motivators. They keep tossing and turning motivators in their heads. Whenever they feel their chips are down, they remind themselves of their goals. Whenever they face a dilemma between studying and spending time with their friends, they chose the former, because in their mind's eye, they have already tasted success.

I can understand that it's not easy to be motivated for a goal that takes over one to three years to realize. But if you constantly remind yourself of what this achievement can mean to you, the task will become that much easier.

When I look back, I realize that none of the motivators I mentioned above actually worked for me. I had just this one, all consuming desire to impress a girl. I knew that if I made it to the IIT, I would have every chance of marrying her. There would be no way she or her parents would refuse an IITian for a prospective groom. It may all sound very silly now but the formula did work for me, all right. I won my seat eventually. Did I also win my girl? (You can go on guessing...☺).

A discussion of my motivation reminds me of another friend, Ashish Kapoor who had put his heart and soul into IIT-JEE because he couldn't make it to NDA (National Defence Academy), which was his first choice of career. When he couldn't achieve that, he set his mind totally on IIT and made it there. So even if, the IIT-JEE was his second option, he took a serious shot at it, gave it his best and Voila! He hit the bull's eye and got through IIT JEE (AIR-30) in 1996.

What Motivates You?

Using motivation as a factor, we can divide people into two categories --- the 'moving towards' type

and the ‘moving away’ type. The moving towards person is the one who is motivated by opportunities and the likelihood of their success. He does things in order to progress, i.e. to get from Point A to Point B. But a moving away person is driven solely by the fear element. If he does something, he does it out of the fear of failing. If he is an employee, he would go on slogging for fear of being chucked out of the office one day. He is not working for pleasure, promotion, power or pelf but out of a fear of losing his job. This too is fine, because in the final analysis, the purpose of a motivational strategy is to make you succeed at whatever you are doing. Thus, in that sense, no motivational tool is superior to the other.

Do you know what motivates you? What is the *one* guiding factor in your life that drives you on? What makes your adrenaline rush and gives you a high? Find out. It can be just about anything --- studies, the lure of the extra-curricular activities at IIT, the IIT brand --- anything. For instance, one of the four main motivators cited by the IIT alumni I interviewed in my survey said they wanted to get into IIT because of the all-round development avenues that it offers.

So if sports are what drive you, then believe me, you will have ample opportunity to play games at any of the IITs, with as much competitive spirit as anywhere else. The IIT campuses in India have some of the finest sports facilities and these cater to

all fields --- soccer, hockey, athletics, cricket, squash, lawn tennis, basketball, you name it. There are opportunities a plenty for indoor sports like billiards, pool, table tennis, badminton etc. Overall, the IIT campuses in India provide the perfect environment for holistic growth in every field.

In fact, sports are a very important feature of the IIT curriculum. I must have played more basketball and water polo at the IIT than I have after I passed out from my alma mater. There were also the usual rounds of cricket, soccer and tennis tournaments, besides inter IIT sports festivals and inter hostel sporting events which kept happening throughout the year. While at IIT, on an average I played for about two hours per day! Can you imagine!

For non-sports fans, there is a plethora of other activities. Students follow many interests varying from astronomy to animation. I remember we had a Board for Recreational & Cultural Activities that looked after all sorts of cultural clubs at IIT-D. Some of these clubs were:

1. English Debating & Literary Club (EDLC): Organized a variety of events like extempore, debates, dumb charades JAM etc
2. Hindi *Samiti*: Organized Hindi language related events.

3. Dance & Dramatics Club: Organized Hindi & English plays & skits along with various dance events
4. Music Club: Organized Western and Eastern nights, musical skits, classical & instrumental concerts etc.
5. Photo & Audio Visual Society (PADS): Organized teaching workshops on photography etc.
6. Film Series Committee: Screened movies at IIT campus
7. Indoor Sports Club: Organized card games, carrom, Table Tennis, Billiards & pool.

IIT Delhi also has a Board for Student Welfare for those interested in social work. Then there was a Board for Student's Publications, which brought out all rag mags that reported on campus affairs. Let me also tell you that one of the biggest youth festivals in North India is organized by IIT-D called Rendezvous. All sorts of cultural and professional events are organized at this festival. Theater, which was always close to my heart, is also promoted in a big way at IIT-D. Competitions in dramatics (both in Hindi and English) were held throughout the year, where I got an opportunity to act, as well as direct. In fact, that's where I discovered a passion for direction that I want to pursue in the near future. For the blessed souls, there were spiritual wings of ISCON, *Vivekanand Samitis* where scores of IITians used to go in search of *moksha* and *nirvana*.

Interested in this kind of life? Then get set and roll on, because, if all this talk does not motivate you, I am not sure what will! Hmmmmph.

How Can You Keep Yourself Motivated?

A very commonplace scene in a movie, whether Hindi or English is when the hero is engaged in some fistfight with a villain. At one point of time, after exchanging a few punches with the villain, the hero is in dire need of some extra energy or motivation to fight his opponent. Flash comes the insight and the memory of the villain killing his mother, raping his girl or recalling any other such big hurt or embarrassment that the villain may have inflicted on the hero, sometime in the past. And recollection of this event motivates him thoroughly and he delivers the final punch to finish it all.



This is a good example of how people use motivation to view negative consequences of what would happen if they do not do this or that. In our analogy, the hero could also have viewed the positive consequences of winning the fight --- such as winning his girl's heart --- and both would have worked as equally good motivators.

The same concepts can work with your IIT-JEE preparation, as well. When in doubt, begin to view all your motivators one by one till your vision becomes a reality. It should be a case of real life imitating reel life. But so long as it works, it's fine.

They may be extreme cases, but over 99% of the people I interviewed for this book and amongst them all the top 100 rankers, ate, drank and slept IIT during their preparation of the IIT-JEE. That's how high their motivation levels were.

Staying Away From De-motivators

'Arre tere se yeh bhi nahin hua?'(Hey! Dumbo! You couldn't even solve this petty problem?). Now this is the commonest refrain that friends use to pull down other friends. You will also hear mocking statements like 'I attempted 11 out of 12 questions, what did you do? --- When you actually know that there was time enough to attempt just seven!

Here, it's very important to understand that different people use different prisms to understand life's complexities. A reality can be different for different people. For instance, there are people who always overestimate everything, be it relating to the time they study, or the marks they obtain in mock tests, they will go on feeding you lie after lie. Then there are the “Nay-Sayers” who underestimate everything.

My advice is stay away from both the extremes. The de-motivators will hamper your progress. I clearly remember a time when my 12 Grade English Class teacher told me that I may be dreaming whatever, but she felt sure, I would be doing English honours from a local college. Now, I am

sure this teacher meant me no harm. Her statement was in fact a reflection of my poor performance in the English class, but let me confess that for the moment it did make me feel worthless and doubtful of my abilities.

Therefore, a simple antidote against de-motivators is to stay away from them. Don't let stray, sarcastic comments run down your enthusiasm. There may be students who are smarter than you and could succeed faster than you --- but don't forget you have your own gifts. There are over 2000 seats to compete for. It's okay if you are not the best. That's the way most of us are, anyway. You can still give your best and assume the best will come to you.

Subliminal Conditioning

Did You Know?

People have “miraculously” recovered from critical illnesses such as cancer, and have overcome severe disabilities without the use of any drugs, chemical treatment or radiation therapies?

In 1970, an Indian yogi, Swami Rama, stunned the scientific world. He caused two areas, a couple of inches apart on his right hand to change their temperature, in opposite direction. The rate of the temperature change was about two degree Celsius per minute and he was able to maintain that change until there was a temperature difference of 6 degrees.

Tennis player Billie Jean King was considered by her opponents to be almost unbeatable once she had mentally “programmed” her body to win, despite the fact that there was no particular physical area in which she was superior to everyone else.

Impressed? So was I when I read these passages from *Head Strong* by Tony Buzan, HarperCollins, 2001.

“At the end of the 20th century the human race made an astounding discovery: that the brain is connected to the body! For the past two centuries, a giant conceptual divide has separated intellectual and physical activities. Then, people realised that there

is a connection and that a human being can exert “automatic” control and change certain bodily processes like temperature and heartbeat, physical health and athletic performances on the basis of these “bio-feedback” mechanisms. Bingo! A new science was born,” writes Buzan.

This science is called ‘Subliminal Conditioning.’ In Oxford dictionary, the term “subliminal” is defined as “below the level of conscious awareness.” The term conditioning refers to ‘grooming’. This chapter examines what cues can you give to your subconscious that can enhance your learning and performance abilities. At the conclusion of this chapter, I will also suggest certain tools for achieving this, such as the power of thoughts, the technique of visualisation, the significance of beliefs, and last, but not the least, the use of positive affirmations.



To help you understand this concept, tell me friends, have you ever participated in a sporting event, say a school race, a game of football, cricket, throw-ball or basketball or a literary event like an extempore or a debate, where you felt terribly nervous, because you were not sure that your success was not 100 per cent guaranteed? In other words, you had serious misgivings about the outcome of the event because you anticipated it would not go in your favour. And you kept saying to yourself, “What if I don’t make it?”... “What if I become the laughing stock of the whole community?”... “What if....?” And, right on the ‘D’ Day, your worst fears came true. You came down with flu! And sure enough could not participate in the competition

Now consider another instance, where you have to participate in a 400-meter race. You are again feeling clammy and nervous, and you repeat to yourself, “I can do it, I can do it” --- and then guess what happens? You bounce full steam ahead and win the race!

Quotable Quote

“We are all capable of so much; Yet limited by so little.”

Donald S. Neviaser

Folks don’t get me wrong. I am not saying that positive communication is *the* only factor for winning a race and that you don’t require good physical shape or loads of practice. Fact is that you do require all those things. But above all, you require positive conditioning. It is *the* most important ingredient because besides ability, practice or knowledge, the subliminal messaging that you convey to your brain always has a tremendous impact on your performance, especially during the final haul of a major event.

We will discuss simple techniques that you can use for conditioning your sub-conscious mind. In fact, you may already be using some of these techniques unconsciously. Here in this chapter, I’ll tell you how to use them consciously and deliberately to work in your favour. Excited aren’t you? So then get set to go.

When you prepare for IIT-JEE, enter into an “empowering” dialogue with yourself. An

empowering communication happens when you pump your mind with passion and enthusiasm and when you keep confirming to yourself that you are going to win the race, no matter what comes in your way. You actually “see” yourself touching the finishing line before anybody else.

Just A Minute

*In the middle of a
difficulty lies an
opportunity*

Dis-empowering communication works just the opposite. Your doubts run so deep, that they keep eroding the thin fabric of your confidence, you are reluctant to participate and yes; you don't put in enough effort, so you lose the race. Everything becomes a self-fulfilling prophecy. Many of us go through these doubt dynamics before we realise what we are doing to ourselves.

Although, the study of the human brain has not yet crossed the threshold of understanding --- that we have with other body parts like heart, lung or kidneys --- scientists have come up with some conclusions about our mind's basic structure and functions. There's even a section of para-science that deals extensively with this subject called Neuro Linguistic Programming (NLP), which was developed by two computer scientists, Richard Bandler and John Grinder.

The NLP principles explore how it's possible to optimise our neural faculties by improving the

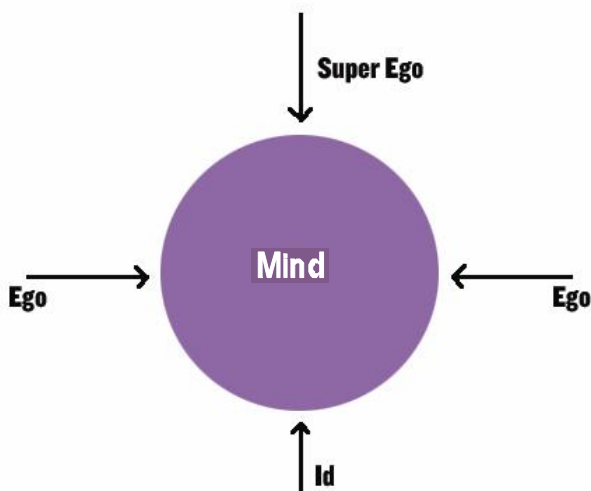
channels of communication between the conscious and the unconscious mind.

Lets start from the basics first. Lets first understand how the brain is structured. For that I will first be discussing the Psychoanalytic model of brain conditioning, as proposed by Sigmund Freud in 1893, which rests on three main sections of the brain: the Id (Subconscious), the Ego (Conscious) and the Super Ego (or Higher Consciousness).

The Psychoanalytic Model

According to this Freudian model, a human being is a highly complex and systematised organism. All our behaviour is assumed to result from the interaction of three key subsystems of our brain: the Id, the Ego, and the Super Ego.

Ego (Conscious mind): This portion of the mind is what we are aware of in our waking state. Everyday concepts like the colour of the grass or the size of the bed are governed by this conscious state of the mind. Conscious mind helps with sorts of rational understanding of everyday concepts. Generally,



it's the conscious mind that comes up with a rational solution to all our practical problems.

The Id (Sub-conscious mind): This section of the mind stores all our memories. All our involuntary actions emerge from the sub-conscious mind. Have you paid attention to the fact that when you are attempting to recall a name, or a formula from inorganic chemistry, it doesn't come to you, but when you stop thinking about it for a moment, it rushes back to you almost "automatically" just when you are not trying to retrieve it?

What actually happens is that the information that the conscious mind did not process went into our sub-conscious mind, where this brain section went to work on it and furnished you with a solution!

Super Ego (Super-conscious): This governs intuition and higher awareness. I will not go too deep into a discussion of this subject because it would go beyond the scope of this book.

One technique of bringing your mind to an optimum performance state that has been extensively covered in Neuro Linguistic Programming (NLP) is to strengthen the communication links between your conscious and the sub-conscious mind. Your mental faculties can increase multi-fold if you learn how to tap this power of the sub-conscious mind. Unknown to you, it has tremendous potential.

Here's how you can harness this power while communicating with your sub-conscious brain.

1. Make Every Suggestion A Command.

Remember that like a slave, our sub-conscious mind only accepts commands. It does not fall into the trap of evaluating all the pros and cons of a situation as our conscious mind does. It's more like an obedient child --- if you have his trust he will follow you to the end of this planet. Example: If you want to finish a particular section of Mathematics in three days, assign the task to your sub-conscious mind in the following words, "Finish this in three days." Your wish will be his command and it will direct your conscious brain to do the needful and you will finish the task.

2. Don't Be A Naysayer. Our sub-conscious mind does not understand the language of negation. In fact, the use of the word NOT does not have any meaning for the sub-conscious. It's beyond its comprehension. For example, if it's a difficult maths theorem that you have to memorise for the exam, tell your brain, "I recall this theorem." Do not say, "I will not forget this theorem " as sub-conscious will take it as "I will forget this theorem".

Where subliminal conditioning is concerned, we are wrong in our assumption that two negatives (not & forget) will make a positive. Our sub-conscious mind does not function like that. Looking at it in another way, if I tell you not to think of an elephant wearing pink shoes, your brain will automatically start thinking about it.

3. Use Present Tense. Our sub-conscious mind cannot distinguish between imagination and reality. All your commands must therefore be issued in the present tense. For instance, how many times have you made a silly mistake while practicing a concept and told yourself "I will not make this mistake again" and then gone ahead and committed the same mistake during the exam? That's because using future tense words like "will, shall" etc. do not give proper command to the sub-conscious. But when you state something as if it has already occurred, it commands the sub-conscious mind to achieve it. Therefore saying, "I *am* excellent at time

management,' will prove more effective than saying, "I *will* be excellent at time management."

So when you want to condition yourself into scoring 100% in Maths or winning a race, you should issue a positive command in present tense, as "I scored 100% in Maths," or "I *won* the race," rather than saying, "I *will* score 100% in Maths," or "I *will* win the race."

4. Repeat And Repeat. Yes sub-conscious mind too follows the laws of repetition. Repetition of a message leaves concrete imprints on its surface. Think the thought regularly and it will become a habit. It will take the form of a well-used path. Have you noticed how when you want to call up one friend, you involuntarily dial the phone number of another friend, whom you call more often. Do you know why this happens? Because this second friend's phone number has formed a pattern on your sub-conscious mind. Another example is when you are so attuned to getting up in the morning and getting ready for school even on a holiday, you unconsciously begin to follow the same routine.

From these examples, you can imagine the full implications this particular property of the sub-conscious can have on your preparations for IIT-JEE?

5. Detail Everything Out. Our sub-conscious mind loves all the nitty-gritty. In this property, it can be

compared to a work of art. Just as a painting begins to fade away with time, unless it is restored to its former glory, the same way you need to give, exact detailed messaging to your sub-conscious to make it understand your command better.

So, when you are preparing for the IIT-JEE, set small quantifiable goals for your sub-conscious, such as, “I can finish ‘X’ portion of my Calculus syllabus within the next three months and specifically I will do ‘A’ in the first week, ‘B’ in the second week and so on.” Remember, the more detailed the plan is the better.

A few examples of communication with sub-conscious using the principles above could be:

- I am feeling the thrill of scoring a top rank in the IIT-JEE
- I am passionate about studying for the IIT-JEE
- I use my time in productive activities
- I make the best use of my time...

You can give whatever command to your genie and trust me; it will march to your bidding. The only condition is that you have to issue your command with full conviction and emotional intensity in order to make these affirmations stand out like solid testimonials of truth.



Tools For Subliminal Conditioning

Now let's move to a discussion of a few basic tools that can make subliminal conditioning work for you.

The Power Of Thoughts

Ralph Waldo Emerson once said, "A man is what he thinks." Our thoughts are quantum energy units travelling in time. In very short while, a thought that you are having now will travel to your future and get transformed into a reality. It's therefore

important that you only bear positive thoughts in your sub-conscious mind about the outcomes.

Be obsessed with your success. The outcome you want will be directly proportional to your thought constancy, intensity and power.

Over 90% of the people I interviewed for his book said they constantly fed themselves with positive thoughts during their preparation for IIT-JEE and they consciously kept at bay any kind of criticism or discouraging thoughts.

Usually three kind of motivational tools work best with human beings: auditory, kinaesthetic and visual. Of these although the visual works the best with most people, some find it easier to gear up with an auditory stimulus. Find out what works the best for you. For instance, if you love music, try listening to the sound of people applauding your success. If you are stirred by feeling, feel what it will mean to your parents when they hear that you have topped in IIT-JEE. Spend at least five minutes of your time every day, basking in the glory of your future accomplishments. Visualise your success, either as a visual, auditory, olfactory (smell) or a kinaesthetic (motion) experience, but do visualise it.

The Technique Of Visualisation

The theory of relativity was first visualised by Einstein even before he put it on paper. Many great

inventions are visualised in the head of the inventor. Telsa invented the alternating current motor in 1888. He ran the motor in his head for almost three months. Later, he took apart each motor part in this mental picture, juggled a few pieces around and Voila! He came up with a new design. History is replete with such examples.

Over 99% of the students I interviewed said they visualized their success and achieved it. There are two kinds of visualisation techniques: visualisation of the end result and visualisation of the process.

Visualise yourself getting through IIT in terms of actual events that would occur like seeing your rank in the newspaper, hosting a party in celebration of your achievement or doing research work at the IIT. Of course, the end results will be proportional only to the efforts you put into your dreams. Bigger the dreams, bigger should be your efforts. Abhishek Singh, AIR 93 (IIT-JEE, 1998) claimed he had visualized playing soccer at IIT-D and occupying the last bench in an IIT-D lecture room chatting with the girls there during his preparation.



Also visualize the process of studying hard throughout your preparation and the fact that you are actually enjoying the process. See yourself working at a high efficiency and doing extensive time management. Picture in your mind, finishing all coursework before time and using the remaining time for entertainment. Finally see yourself scoring good marks in the preparation tests.

The Strength Of Belief

Believe me, belief is the mother of all inventions. *Because* someone believed that human beings could fly, we have aeroplanes. *Because* someone believed in X, there is Y. Beliefs override all aspects of life. There have been experiments in medical science where placebos have cured terminally ill patients. In a recent experiment at Harvard Medical School, a large sample of patients were administered some tranquillisers and they all reported feeling charged-up, thinking they were given a concoction of steroids.

In my own survey of successful IITians almost 100% of them said that in their hearts of hearts they were absolutely confident they would make it, which is why they eventually did. Conversely, amongst those who did not make it, only 3% had this kind of a strong belief in themselves. The rest 97% harboured some doubts about their success.



The Significance of Positive Affirmations

‘I am passionate about studying for the IIT-JEE’

‘I am making the best use of my time’

Positive commands always work. The only condition is that you have to issue your command with full conviction and emotional intensity in order to make these affirmations stand out like solid testimonials of truth. And you have to repeat.

Spend at least five minutes a day reaffirming your commitment and success for IIT JEE exam. Say it loud ‘I have a top rank at the IIT JEE exam’, and let these affirmations do the work.

The Learning

The Moral of this chapter is to make you understand that for any successful endeavour, you must first have a strong belief in yourself. Most friends I studied with in school, sat for the IIT-JEE thinking, “I think I can make it, but let me try...” Of course, they tried. But they could not make it. Are you surprised? I am not. You can’t win a battle if you give up before the fight has begun. People have performed such miraculous feats, what is getting into IIT compared to those feats? And remember, the above-discussed techniques of positive affirmation, visualization, understanding the power of belief and thought will help you in this journey as long as you believe in them, even if you don’t understand the science behind them in totality.

Believe and you will have it. Amen.

Mastering Your Time

You have only 24 hours in a day and almost everyone starts preparing for the IIT-JEE from his or her eleventh grade onwards. This made me wonder, if everybody has the same amount of time, how some students do so well but others don't?

The answer of course, among other factors, lies in time management. Successful people seek out better, faster and smarter alternatives for learning. They invent their own learning strategies and try to minimise the impact of time wasting activities on their study routine. This packs in more productive hours into their day (which is made up of the same number of hours) and also leaves them enough time to pursue some leisure activities. Smart learners keep a tab on every minute because they know they are racing against time with over 1,00,000 competitors.

What's Time Wastage?

When I use this term, I am not referring to the time you spend on watching movies or television, chatting with friends or going out for dinner. In their proper context, all that is healthy and to an extent necessary if done in moderation. I am only referring to your use of some inefficient study methods or squandering disproportionate time on mundane activities like sleeping, eating, bathing etc.

By the same token, entertainment overload is also bad like watching too many movies or spending too much time on the so-called 'no use' activities, such as day-dreaming that do not even fall under the category of relaxation. A good check on time-wasting tactic is when you ask someone “What are you doing?” and pat comes the answer, “I don’t know.” If he doesn’t know what he’s doing with his time, surely he’s just whiling it away, isn’t it?

I do not want to quantify what “overdoing” certain entertainment activities means. This definition should better come from you. All I want to emphasise on is that whatever prevents you from utilising your time optimally is a wastage of time.

If you are indulging in the above-cited activities in moderation, I see no harm in them. Although I would still suggest that you reduce the spread of these activities to two-or three (at the max.), just to unwind a bit and the get back to your main purpose in the current scenario. Also, when you select these activities, see which ones carry the potential of giving you the maximum possible relaxation and entertainment in the shortest possible span. Then select those.

The Concept Of Time Management

If determination is crucial for your success at IIT, you have to learn to manage your time well. After

taking a stock of all your content shortcomings, it's mandatory that you also take stock of your time availability and make a firm resolution that you will overcome all these shortcomings in a fixed, scheduled, time frame. There's no room for any compromise on that. Over 98% of the IIT students I interviewed confessed that they had practiced time management in its extreme form to make it through the exam, although most of them did not use the word 'time management' at that time.

Reasons For Conserving Time

It may sound clichéd and a bit too rhetorical but let me reiterate:

- A.** Time is one of the greatest resource and a perishable commodity.
- B.** With a little planning, it's possible to do more in less time.
- C.** With time management you work smarter, not harder.
- D.** The time that you "earn" through better management can be used for fun activities and to rejuvenate the energies expended in studies. It can also be a source of fresh energy, positive thought and a higher self-esteem.

The sum of it all is that the IIT-JEE is not any run-of-the-mill exam. Whoever has ever been successful at this exam has practiced time management to some extent, that's why he or she

made it this far. Preparing for the IIT-JEE does not allow you any causal approach. It's rather like playing the chess game, you have to be aware of all your moves and think in advance. You will also have to carve out a special time frame for your study activities and if you can't do any of this you'd better forget about this whole thing.

Time Awareness

My tryst with time management started when I was six months into my eleventh grade studies. At that time, I was putting in ten hours study every day but still not getting any good results. At least, not the kind of results I expected.



Then, one day out of the blue, I decided to take stock of exactly how I was spending those ten hours. I wanted to take an account of every minute, every hour. And, you know what? At the end of the exercise, I realised I was studying only for five hours! The rest of the time, I was either on the phone, or taking five minute breaks that often stretched into half-an-hour jaunts with friends or organizing “the atmosphere” for my study. Clearly, I was fooling nobody but myself. In fact, I was not going nowhere with my 50 per cent output/input ratio.

This forced me to devise what I later dubbed the 'timeOmeter.' The concept is similar to a 'calorimeter.' One measures our calorie intake; the other our time expenditure. You wouldn't believe it, but the 'timeOmeter' did wonders for me. I will, in fact, recommend it to anyone preparing for the IIT-JEE. You can also set-up a timeOmeter at your home. It involves the following steps:

Steps For Setting A 'TimeOmeter'

1. Place two table clocks on your study table. Both should be stop clocks. Give each clock a name. Let it be Actual and Believed. The Actual clock will keep a count of the actual time spent on studies, while the Believed clock will maintain a record of the time *you* believe you are spending on your studies.
2. Set both the clocks to 12 when you start your studies for the day. Stop both (not one) when you give yourself a planned break of more than half-an-hour. This could be for an afternoon nap, for going out with friends, watching a movie or anything else.

However, when the break is of duration smaller than half-an-hour, stop just the 'Actual' clock and let the 'Believed' clock tick as usual. This is the time when you are taking an unplanned nap, attending to a friend's phone call, calling up somebody, going to the toilet, or simply stepping out to check the

weather. Even if you are daydreaming, stop the 'Actual' clock by the appropriate amount.

3. Check the time on both clocks when you are done for the day. The ratio of time difference between the Actual and the Believed clock will give you the exact measure of your efficiency. An efficiency of over 80 per cent is excellent. An efficiency of over 70 per cent is acceptable. Anything below that is absolutely unacceptable.

4. Next, jot down on a piece of paper a rough estimate of the time spent on various activities like attending phone calls and daydreaming that account for the difference in actual and believed time. This would give you an idea of where you are spending a lot of your time. You may not be able to take any step for some of these activities, but for others, you would be able to drastically reduce the time wastage once you have an awareness of the amount of time you are spending there.

Let me explain this to you in a different way. Let's assume that you plan to study for six hours (as measured by the Believed clock) and you end up spending over 80 per cent of these six hours in actual study, I would say you are doing excellent from the time perspective. If not, you need to revise your strategy.

The point I am trying to make through this exercise is that you must have an awareness about how much

time you are “actually” spending on studying, as opposed to what you had “planned” to spend. Awareness is the first step in time management. When I did this exercise, I figured out that my time efficiency was somewhere near 50 per cent. I was, of course not happy with these results and immediately set about correcting my course. I could set a remedial plan because I was honest with myself and I had a correct assessment of the time resource I had. You need to work with a timeOmeter for at least a week to get a clearer picture of your time management. Later, when you have taken steps to contain time wastage, you may also be interested in knowing what amount of time you have begun to “gain’ every week... through this saving...(all *mental tricks but they do work!!!*)

Note however, that here I am talking about efficiency, not the actual number of hours spent on studying which is another parameter to work with. For this, you could set time goals for each day or a week. For example, you could decide that you are going to spend three hours on your studies during the weekdays, and six hours on weekends. This is just an example. How much time you want to set aside is of course your discretion and this is not something that I can comment upon, even if I wanted to...

Goal Setting

Imagine watching a game of World Cup Finals. The Saurav Ganguli team is chasing a goal of 300 runs in 50 overs, i.e. an average of six runs per over. Sachin Tendulkar and Saurav Ganguli are the opening batsmen. They score at the rate of three runs per over in the first 25 overs and later they increase it to four runs per over for the remaining 25 overs. Eventually, the team scores 175 runs with a loss of no wicket and...Whoosh! We lose the match!

A cricket fan reading the above account will immediately begin to yell and rant that this is not possible. This defies all common sense cricketing logic.

And, he wouldn't be wrong. When a team has to score 300 runs, they will always keep this goal in front of them when they are hitting the ball and score at a rate, which would make it appear that that target is achievable. They may have a lower run rate initially, but soon they will begin to catch up because even they know that they have to maintain a certain minimum threshold. They would try different strategies for different bowlers. They will try to score more on the 'not so good ones' while

concentrating only on maintaining the wicket with the good ones.

Another way Sourav Ganguli might decide to swing the match in his favor is by dividing the total score into small chunks. He may for instance decide that his team would try to score 150 in 30 overs, 230 in 40 overs and 300 by the 50th over. But no matter what method the captain may chose throughout the game, he and his team will have to keep an eye on the goal (or goals) while trying to meet or better it in the stipulated time of the match.



The cricket analogy can apply to the preparation of IIT-JEE also. You need to keep the goal constantly in sight as you proceed. You should keep the following things in mind:

- That you will complete your course work in time with full confidence (i.e. score all 300 runs)
- That you would set a timeline for the next one-two years (equivalent to the 50 overs)
- That finally, you will keep a close tab on the rate at which you finish your coursework (My final run rate).

Remember you have to maintain your study rate above a certain threshold. If it begins to fall below this threshold, the pressure on you will increase, resulting in high tension, acute anxiety or a nervous breakdown, just as it happens in the cricketing world when you begin to lose wickets very fast. Or, you could be trying the other methodology and break your curriculum into smaller chunks (also set against a deadline), e.g., finish organic chemistry and calculus in six months and modern physics in the next one month and so on.

At the end of this grueling schedule, remember, your trophy would be your JEE rank. Your prize would be the IIT seat. And just as a cricketer's life changes dramatically after winning the World Cup, with fans worshipping them and corporate big wigs chasing them with multi-million pay cheques for product endorsements, your life will also change. This is no hype. This is a fact. Take my solemn

word for it. After, IIT, your life will become stable, more comfortable than that of an ordinary graduate. You will always have at least a regular job with a fat salary, with opportunities to go far beyond. Need you want anything more? There is a good chance you would even get that!

Purpose of Setting Goals

Do you know what's common between a dream and a goal? Both work best when they have been written somewhere. These written words are like the road maps which give us a sense of direction. They represent more than a mere scribble on a scrap of paper. For anyone to have a clear goal and an action plan a road map for life is a very essential tool to carry. That's what I am going to discuss with you in this chapter.

Setting goals and following them is the first principle of time management. When you define goals, you spell out both your short-term and long-term strategy. Long-term goals imply writing down monthly, quarterly; six monthly and yearly plans for IIT-JEE preparation. Write down what portion of your courseware you are going to cover in that one-year and then start working backwards from that goal. Next ask yourself, "Is it possible to accomplish the same goal in six months? Or three months?"

To give you an example, if your goal is to finish organic chemistry, modern physics and calculus in three months, you need to write down exactly which chapters you will cover from each topic every month. Split your task into small, manageable modules. It's true that you may not always be able to finish a task in a stipulated time, or may finish it way before you had planned. Having a goal in mind would still give you direction and help you reach a target. Moreover, with practice, you would get better at estimating times.

If you are enrolled with a coaching institute or if you are using postal tutorials, perhaps the institute will do this mapping for you, giving you a year or two years' plan. Generally, the scheduling scheme has been tested and proven on many students and is foolproof. Go by this scheme.

Fundamentals Of Goal Setting

There are certain basic things that you need to do while setting your goals

A) Write down each of your goals separately. Writing is described as the act of inscribing characters or shapes on a surface to convey thoughts and ideas. Have you ever wondered why this symbolic, mechanical act is considered so important in the goal achievement process?

It is important because putting pen to paper gives body to our thoughts. It transfers non-verbal cues

into tangible, concrete expressions. The writing becomes your signed testimonial. You can look at it physically from a distance and be reminded of what you promised yourself a year ago.

This act of using your eye in coordination with your hand, while holding the pen makes a firm impression on our mind, so that when we read and re-read that phrase or sentence again the impression consolidates and goes deeper into our subconscious.

B) Define goals in terms of specific activities and specific processes. Without specifics, the whole exercise is meaningless. So split your goals in terms of specific actions and prioritise those actions.

C) Prioritise and re-prioritise goals. This will help you make the maximum use of your time resource, so that nothing important gets left out.

D) Identify your obstacles. These could be internal, as well as external. Decide what additional knowledge you need to gather before you can set out to achieve your goal.

E) Define your goal and start working backwards from those goals. Affirmative commands are excellent for time management. Keep repeating to yourself “I am always punctual,” “I am well-organised, “I use my time productively.” Repeat these commands whenever you have some spare time. Act or pretend as if you have already

begun to follow these commands. In short, fake it until you make it.

Tools To Convert Goals Into A Reality

I can assert with confidence that if you employ the tools discussed in this topic, your success at the IIT-JEE is almost guaranteed. Use a reward strategy for 'local' motivation. Reward yourself on a daily, weekly or monthly basis for optimum performance. Tell yourself that if you manage to finish your work in 'X' amount of time, you will give yourself an hour off to go out with friends, or treat yourself to a pizza.

I didn't invent this trick. It has been used for years. My parents used it on me and I am sure their parents used it on them. But here, I am suggesting you use it on yourself. I did it. And I succeeded. Now it's your turn.

Before I close this chapter, I want to share one last time '*mantra*' with you. At any random point of time, during your preparation for IIT-JEE, just stop for a moment and ask yourself, "What is the most valuable use of my time *now*? When you get the answer, immediately align your activity to your goals, if there is any mismatch. That's my *mantra*.

Appendix 1

Time of the day	Activity	Study Type	Topics covered	Total hours
7:45 – 8:00	Wake up and freshen up/prepare for study			
8:00 – 10:30	Study	New topics (Learning)	Eg. The chapter on magnetism	2.5
10:30 – 11:00	Breakfast/ newspaper			
11:00 – 2:00	Study	Continuing a previously done topic	Eg. Strengthening concepts of trigonometry	5.5
2.00 – 3.30	Lunch, taking bath, maybe sleeping for some time or watching T.V			
3:30 – 6:00	Study	Test form	Taking practice tests for 2-3 topics	8.00
6:00 - 6:45	A short break, exercise, talk with friends			
6:45 – 8:45	Study	Finishing one complete topic	E.g. Attempting problems from a particular chapter/ studying concepts	10.00
8:45 – 9:30	Break, dinner			
9:30 – 12:00	Study	Revise already studied topic /make plans for the next day the last 15 min	E.g. Revise one chapter and make a record of all the chapters revised till date	12.00
00.00 -00.15	Relax/watch light programs on T.V			
S	L	E	E	P

(A Sample Time Table on a non school day of a student preparing for IIT-JEE)

With around 70% efficiency, the actual number of hours spent on studying on a day = 8.4

Appendix 2

Time	Activity	Topics covered
7:30 a.m.	Wake up and plan for the day	
8:00-14:00	School hours (although I used to study for IIT-JEE even during my school hours, whenever I found time for it)	Organic chemistry, maths, mugging formulae etc.
2: 15 –3:00	Lunch break	Rest for some time
3:00 – 5: 00	Study	
5:00-6:00	Go for a walk, spend some time with friends	
6:00-6:30	Mug formulas and equations	Revise
6:30- 8:30	Study	
8:30 – 9:15	Dinner + leisure	
9:15- 11:15	Study	
11:15- 12:00	Buffer time for pending chapters	
12:00 – 12:30	Plan for the next day	

A Sample Time Table on a school day of a student preparing for IIT-JEE

State Management

The role of government in a country is similar to an individual in a society, and that role is of 'state management', the word state of course refers to different entities. If you have full control over your 'state', and by 'state' I am referring to your mind and body, then your success is almost guaranteed, in IIT as well as other areas of life. Before we get into details of state management, let me demonstrate a technique that would bring you in a peak state whenever you want to. I call it 'power move' and some students I taught it started calling it 'woosh'. What we will simply do is to stand straight and make a fist, move the hand very fast and say 'yes' or 'woosh', bending a little and getting the whole body involved. If it's hard for you to visualize what I am saying, I am talking about the same movement that you would do after coming out of exam that you have cracked and expect excellent results. A simple movement like this one goes a long way in changing your state to one that is optimal for studying. And don't take my word for it, let's do it now. Yes now, let's keep the book down and stand up, and do the power move at least three times. Don't be lazy, just do it!

How do you feel now? Excited, rejuvenated, energetic or at least woken up. I used this power move to feel awake during my preparation of IIT-JEE. Some students I taught this technique later told

me that they were able to study around 2 more hours per day by using this simple technique whenever they felt tired.

Peak State Performance

Peak state performance has many definitions, but for simplicity sake, we will define it as a state where an individual is getting results at over 80% of his maximum capacity. Massively successful people remain in a peak state most of the time, not just when they are performing a feat. Michael Jordan, the star basketball player revealed in an interview that a part of his success was attributed to the fact that he took every practice as if it were the NBA finals, implying that he was always in a peak state. Success in examination can be largely attributed to being present in the moment in a peak state during preparation. Remember that overall success is dependent on the individual tasks and hence focusing on peak state performance in the individual tasks is very important.

I know that some of you are saying, “we know that we should always be in peak state, but how do you expect us to be in a peak state all the time”. My answer is simple – you can study in a peak state by simply by choosing to, simply by committing to be in a peak state, no matter what. Once you make a firm commitment to study only in peak state, you will find ways to quit studying when it is not

possible and then quickly come back to the peak state to study. The power move discussed above is a handy tool to bring one to a peak state. Another way to improve the quality of experience of studying without reducing efficiency is by combining the act of studying with certain activities. For example, listening to very light music (not songs with lyrics) like Beethoven while studying, has been proven to increase the productivity of people by bringing them in happy state. Or taking a shower, or a short walk has also been proven helpful for rejuvenation during study breaks.

If no matter what you try, you are not being able to put yourself in a peak state, then maybe its time to change the activity itself and come back to it later.

Remember, it's not how much you study that really matters, but how you study. Peak State studying should form a part of your everyday life during study for IIT-JEE.

Emotional Mastery

I give seminar titled 'Your Power to Succeed' regularly and the most common question I have come across is "How is it that I eat well, exercise regularly, enjoy my job, love my partner, think positively – yet frequently find myself in negative moods such as anger, panic, guilt, dread, depression, etc? It seems that I have no control over these emotions although this is seriously hampering my

capacity to work or study”. The good news is that one can have full control over one's emotions and a lot of scientific research has been going on in the field of emotional mastery and especially ‘Mood swings’ that can be explained using ‘Anchors’. Anchor is a term in NLP that we studied earlier in the chapter ‘Subliminal Conditioning’ for what occurs when your mood changes in response to some trigger or stimulus. Let's say you're watching TV. You see an advertisement for a snack food and you head for the refrigerator for some ‘comfort food’. That's an example of anchoring. The advertisement (stimulus) triggered a desire for food (response). Another example of anchoring happens when you are studying and an event occurs. The event may be the phone ring, or a particular sound like dog's bark, or you seeing the teddy bear sitting on the couch or simply smelling a particular fragrance. The resultant emotion will come from what your mind has stored for this stimulus that was conditioned in the past. Sometimes, and you may not realize why it happens, your mind may have linked a negative state to someone touching you a certain way on your shoulder, maybe during a time when someone died in your family, and years later when someone touches you on your shoulder, you will go into a negative state as your mind links these two activities. This is the power of anchors. The anchor will automatically and instantly propel you into the emotion, without your being able to do anything about it!

Once we get a better understanding of anchors, we can choose to break anchors that put us in negative state and create anchors that put us to positive peak state. Breaking a negative anchor requires us to identify the stimulus that may be causing a change in emotion, breaking it and then coming back to a normal happy state by realizing that the cause of this event was anchors. Although complete breaking of negative anchors is a complicated phenomenon and we take people through the process in our seminars, what worked for me is the fact that I simply choose to override the anchor by forcing myself into a peak state by using the power moves. Creating a positive anchor is much simpler and can be used at any time. Whenever you are in a peak state, you can capture those moments by attaching a unique stimulus like listening to a particular music or doing a unique motion like clapping a certain way. By doing this a few times, your brain will form a link between peak state and the music or the clapping. Later, you may be in a non productive mood, but when you listen to that music, or do that move, you will automatically be transformed to that peak state. Sounds corny, I recommend that you try it out for yourself. And this phenomenon has roots in science and I have two words for it, ‘It Works’.

Everyday questions

A man came to Swami Parsatharthy and asked the following question. “Swamiji, A company has given an advertisement for the post of a CEO and a clerk.

Which position should I apply for?” His answer was ‘clerk’ because a person who would apply for CEO won’t even ask such a question.

The quality of questions we ask other people plays an important role in the quality of answers we get. What is even more important, are the quality of questions we ask ourselves. Small events that occur in our life everyday and the questions we ask our mind related to them shape up our overall life. Have you been going out when it’s hot and constantly asking yourself, “why is it so hot?” Instead, what were to happen if you would have asked the question “What can I do about the heat?” And you may have gotten answers like “maybe could I change my actions, and do certain things only in evenings. Maybe I bring lunch so that I don t have to go out in heat for lunch. Maybe I could invest in a cooler or air conditioner.”

Let us go back to a time when you had some problems in life, a problem that appeared larger than life at that time. It may be a time when you were not doing well in studies and badly wanted to improve your performance. Our brain generally asks several questions to us at that time, and we try to find answers to the question that often leads to dilemma and makes it more painful. For example, our mind may ask us, “Why is this happening to me?” And then we look for answers to the question like “maybe I have some past bad karma, or maybe I am just plain dumb!” Have you ever questioned if such

a question serves us at all. Could we have asked a better question such as, “How can I do better next time?” and found answers to this question.

I am confident that once you consciously start asking these empowering questions, instead of those lousy ones, it would start coming to you naturally in a little while. And the questions you ask yourself would improve the quality of experiences you have and gear you for ultimate success, the selection in IIT-JEE. Generally, in morning after you wake up and before starting your IIT-JEE preparation for the day or going to school, you ask yourself “Why do I need to wake up?” or “Couldn’t it be a holiday?” or “Do I have to do this?” or even “Couldn’t I sleep just 5 minutes more?” and those 5 minutes turn into an hour. I understand that you are only representing your feelings via these questions. But did you know that these sorts of questions intensify your feelings, and most importantly if you were to change the questions, you can actually change your feelings. So, when you wake up, try asking the following questions instead! “How excited I am about starting a new day?” or “How can I make best use of my day for JEE preparation?” In case you get fewer marks in practice tests, ask “How can I improve my marks?” The quality of questions you ask would determine your state, and hence your results.

Mentoring And Material Talk

In this chapter we will discuss the need of a guru and good reference material for cracking the IIT-JEE exam.

Mentoring Matters

You may wonder: Why do I need a mentor or a *guru*? Yes, why indeed? Except that if you were to ask someone who has already crossed the hallowed portals of the IIT, he is very likely to attribute this success to some form of coaching or guidance that he received during his preparation for IIT-JEE. I can bet my bottom rupee on the fact that formal coaching does figure in the top five factors that contributes to a person's success at this examination.

This coaching may or may not be very structured or formal. It can come from a coaching institute, private tuitions or even through a correspondence course, although statistical data suggest that when it comes to preferences, coaching institutes do emerge as the clear winner.

Do you know why? Because mentoring in a competitive peer set-up is faster and more effective. Learning in a conventional classroom set-up is also more disciplined and rigorous. You require less motivation to follow a study plan in the company of students, who are driven towards the same goal,

than you require for pursuing a self-study routine. That's one reason why the dropout rate in correspondence courses is significantly higher than at the coaching institutes.



Why Mentoring?

I would say, although not absolutely essential, mentoring does help. In fact, it helps tremendously. A mentor is someone who takes personal interest in you. A mentor is a friend, philosopher and a guide. Did you know, for instance, that the word “mentor” originated from Greek mythology, where Mentor

was the name of a wise and faithful advisor to Odysseus?

Lessons from the Big Brothers/Big Sisters mentoring program being run in the US:

- 85 % of the respondents reported an increase in mentee's self esteem
- 63% reported an increase in school grades
- 56% said that relationships with their families had improved
- 69% said peer relationships were better
- 66% reported more positive mentee relationships with other teachers
- And, 86% said youngsters in the program experienced increased exposure to cultural and educational services

Mentoring definitely helps increase a student's academic achievements. It also leads to an increase in the learner's self esteem. Because mentoring is a social relationship, a one-on-one bonding with a senior, experienced person, who believes in the protégée's abilities, mentoring greatly helps the protégée hone his basic learning skills. An evaluation of the success of various mentoring programmes done by Cave and Quint (1990) found that students who participated in these mentoring programmes had higher levels of college enrolment and higher educational aspirations than non-participants. Over 95% IITian's I interviewed said

that coaching and guidance was amongst the top five factors that contributed to their success at the IIT-JEE.

What Exactly Does A Mentor Do?

A mentor is someone you can go to with all your problems --- both personal and technical. He can be your trouble-shooter. He is also your sounding board, someone you can use for validating information received from diverse sources. The main benefit is that if you have a mentor you are not required to re-re-invent the wheel, every time you encounter a problem. He will have the solution ready for you, served on a platter.

A *guru* or a mentor also helps you in selecting the appropriate study material and/or in preparing a structured study plan to be followed round the year. Believe me, these guys have been in the business long enough to gain considerable insight into the dynamics of getting through IIT-JEE. If the mentor is committed to your aspirations, he will be more than willing to share his pearls of wisdom with you. It would be ideal to choose a mentor who was an IIT aspirant himself and had tried several alternative ways of studying before arriving at the optimal plan.

The mentor will help you divide your study schedule into manageable chunks, which you can complete over one to two years. He will pave the path for you. You will only have to concentrate on

the journey and the objective of reaching your final destination. But to accomplish that, you must first and foremost, have a blind faith in the abilities of your *guru*.

You must accept that your *guru* knows best. My advice is choose a mentor in whom you have absolute faith, someone you believe can do no wrong because, if you begin to doubt your mentor's intentions or question his coaching ability, you will end up spending an enormous amount of time in testing the validity of every concept that he's teaching you, which would be nothing but a sheer wastage of a precious resource --- your time.

Just a Minute

First he wrought
Then he taught
A Chinese Proverb

Even if a *guru* does go wrong a few times, the harm done would be less than if you were to doubt his wisdom

every time he tries to teach you something new. Remember, a *guru* will challenge you with new ideas. His job is to provoke your passive mind, to bombard you with challenging thoughts. So don't panic when this happens; don't struggle against his methods; don't question his motives, and believe me, you shall sail through, just fine.

Choosing The Right Guru

To choose the right guru is very important and the thumb rule to follow is --- choose a mentor, who once followed the same path i.e. prepared for the IIT-JEE exam. Someone with a proven track record, as opposed to someone completely raw and inexperienced, however bright he or she may otherwise be. Also, it would be far easier for you to trust someone with experience and one with a few grey hairs on his head than one with little or no experience.

Again, a mentor need not be a person. A coaching institute or a private tutor can also assume this role. Coaching institutes are available a dime-a-dozen in this country and selecting the right, may be tougher than you would imagine but don't worry. Just try to make a prudent choice. Don't fall into the trap of fly-by-night operators or get swayed by any marketing blitzkrieg.

Don't hesitate in making inquiries from students already enrolled with the institute, find out about their faculty, the number of students who have succeeded in the past, the kind of infrastructure the institute has, and then make a decision. Suggesting names of a few good institutes is beyond the scope and purpose of this book, but I would not deny that students who join a coaching institute definitely have an edge over those who do not. The former will always have a better understanding of the IIT-

JEE syllabus and preparation techniques than the latter.

Beware Of...

When you chose a coaching institute, employ the following parameters

- Make discrete inquiries from students already enrolled with the institute
- Check their infrastructure. Most coaching institutes are one man outfits
- Check their track record. How many students cleared IIT-JEE from that institute last year
- Check the faculty by talking to them and the students about them.

I too joined a coaching institute and recall all its benefits. The teachers there spared no efforts in motivating and prodding me. They selected my course material and devised a foolproof, two years study plan for me, which I followed religiously till the fag end. I was graded on all my assignments and given constant feedback, after which I gradually improved over time. It was a compelling, competitive atmosphere, where I could compare my progress with other students, something that is not possible with self-study or postal coaching plans.

Yet if you do not have the financial resources to foot the steep fee that some of these institutes charge, get hold of an IITian. Let him be your mentor. IITs have been in the country for almost half-a-century now, so you are bound to find some

IITian in the vicinity of your home, locality or town, with whom you can easily build rapport and over time, swap notes and strategies.

Making The Right Guru Chose You

In fact, let the right Guru chose you! These days, everything is governed by the demand and supply rules. Although good students are aplenty, good teachers and coaching institutes are few and far in between. This makes it hard for a student to scout around for a coaching institute or a personal guru, who would answer all his needs.

To make this search simpler, mount your hunt early on. Remember good coaching institutes will always conduct their own entrance examination, which are no less competitive. You must have sufficient time to prepare yourself in advance. Start early, because only the early bird catches the worm.

If possible, don't join a franchisee; join the mother branch of the coaching institute. Almost invariably, the coaching quality is more strictly monitored at the mother branch. However, if you do not have the mother unit in your town, you can join a franchisee, provided you have made all the preliminary inquiries and reassured yourself that it offers the same standard of education and facilities as the mother unit.

Most good coaching institutes or teachers don't give a dime about your previous performance at the tenth board examination. They would rather insist on judging you through their own entrance tests, taken either immediately after tenth or twelfth board examination, or after IIT-JEE for those who are taking a second shot at the IIT-JEE exam.

If you are an above average student, a modest preparation for these examinations should suffice but prepare you must --- it would look very foolish if you get rejected because you flunked the entrance examination of a coaching institute! Also, be alert to the dates when these tests are held as most students wake up only after they are over and done with.

Choosing The Right Study Material

This is another tough decision to make. I have studied loads of material available in the market and could not form any opinion, one way or the other. The reason being that all course material currently available in the market looks so staid and similar!

Be it a thin 'how to' guide published by an obscure coaching institute, a voluminous book put together by a PhD-holding IIT professor, or a vague tutorial, the fact is, they are all absolute clones in their structure and formatting, sometimes, also in the order of sample questions put in the book!

Therefore, one most easy and preferred way of choosing appropriate study material is to first choose a mentor and then select the material on his recommendation. There are two advantages to this approach: Firstly, you get pre-tested material and secondly, your mentor is so familiar with the material, he will undoubtedly be able to help you with all the concepts and the problems raised in the book.

Another thing: I would sincerely advise students to prepare within the boundaries of the IIT-JEE syllabi. Instead of looking for answers to hi-fi things concentrate on the here and now. There will be plenty of time for bigger learning later. At this stage, pay closer attention to learning all the basic *fundas* and their application, which is what the IIT-JEE exam is all about. The rest of the peripheral learning can come later, after your selection. But, then they'll teach you all that at the IIT itself.

Usually Neglected, Important Factors

You might think that these small and often neglected factors are not very important, but in the final analysis, they can seriously hamper or enhance your learning capabilities.

Stress Management

Is stress always bad? Not necessarily. When stress creates a healthy competition, it can actually be a good thing.

Stress is caused by an imbalance between external demands and our perceived inability to meet them. Imbalances can have serious physical, physiological, psychological and mental repercussions. But instead of looking at stress as an impediment, why not take it as a turbulent flowing river and treat it as a positive stress factor. If you can tap its latent energy, you can produce hydroelectricity (by erecting *bunds* and dams on it). If you let the untamed river run amok, it will cause floods and maybe drown you in its depths causing the same effect as the negative stress can have towards your exam preparation. So, you decide which course you are going to take.

Have you noticed how assignments that have no time frame take ages to complete and their results

are also poorer, while those with definite deadlines get finished in a jiffy because in the base of the former, we are under no pressure to deliver our best and deliver on time.

A point to ponder on

*“Extensive research in sports science has confirmed that the capacity to mobilize energy on demand is the foundation of **Ideal Performance State (IPS)**. Our own work has demonstrated that effective energy management has two key components. The first is rhythmic movement between energy expenditure (stress) and energy renewal (recovery), which we term “oscillation.” In the living laboratory of sports, we learned that the real enemy of high performance is not stress, which paradoxical as it may sound, is actually the stimulus for growth. Rather, the problem is the absence of disciplined, intermittent recovery. Chronic stress without recovery depletes energy reserves, leads to burnouts and breakdowns, and ultimately undermines performance. Rituals that promote oscillation --- rhythmic stress and recovery --- are the second component of high performance. Repeated regularly, these highly precise, consciously developed routines become automatic over time.”*

Jim Loehr, a Performance Psychologist, who has worked with hundreds of professional athletes

You can maximize your learning curve if you know how to harness this “good stress” during your IIT-JEE preparations. Just as athletes are able to set world records and entrepreneurs can beat their competition hollow with this “good stress” element --- figure out what pressures can prod you into

giving your best output. Then rein it to your advantage and make it gallop like a good horse.

Let's think of stress as fire --- you can control it and enjoy its soft, glowing embers during a winter evening, or you can let it fan into a towering inferno. Not knowing better, most students chose to do the latter.

On the contrary, negative stress can greatly deplete your energies, besides causing physical harm to your body. However countering this negative stress can be easier than you think. In fact if you religiously follow some of the principles that I suggest in these pages, you can minimize or totally eliminate your negative stress elements.

If you are feeling stressed out because there are too many things on your platter, sit down, take a deep breath and begin to chalk-out a top priority list. Then start ticking off items on that list one-by-one. Your stress will automatically vanish. The first principle in stress management is to avoid fatigue. Rest before you get tired. For instance if you start feeling a burning sensation in your eyes, or you have started feeling mentally exhausted, pause and take a short break. The key strategy here is to build an intuition that will tell you when to rest even before you have the feeling of being tired. Another important principle is to focus on the positives. Focusing on the negatives or harboring feelings like 'What if I miss my exam?' or 'What if I black out in

the examination hall?' etc. are major contributors to stress. Everything will go well as desired. Amen!

Food, Diet and Exercise

The trio of food diet and exercise have always gone together. To stay alert in mind, eat several light meals throughout the day instead of stuffing yourself up with all the junk food at one go. Food acts like a fuel. The engine won't move, if there's no fuel. Don't eat unless your appetite is fired, but don't starve yourself either. Instead, have a healthy, nourishing, and balanced diet, supplemented with lots of healthy food to nourish you.

Schedule your meals at proper intervals. Don't postpone a meal until you have finished another chapter. It never helps in the long run.

Along with diet, regular exercise is also important. A work out not just rejuvenates some of our tired cells; it also pumps in vigour and energy into our lethargic bodies. Several successful students in the IIT-JEE exam have reported that they used some form of sports like soccer or cricket for at least half-an-hour to an hour daily to take a break. It helped them in increasing their productivity when they went back to their study. Also, as discussed above, it serves as a strategy for local motivation. Varun Gulshan, who held 12th rank at IIT JEE 2002 used to play soccer regularly on his home veranda for half an hour with a domestic help and this exercise

completely rejuvenated him and gave him a much-needed break from strenuous study.

Sleep & Relaxation

This is another complex duality. I may not have a scientific proof for it, but based on my own experience I know that relaxation doubled my productivity.

For you too, its important to work in the 'high zone' i.e. work within 80 per cent of your maximum productivity. Then, when your energy begins to sag again, break off, do something less taxing (read relaxing) and start all over again.

Further, sleep cannot be your time management "bank." In order to make up for lost time of your waking hours, don't begin to curtail your sleeping hours. This will upset your body clock. You cannot deprive your body of the amount of relaxation time it must necessarily have.

My personal experience at IIT JEE preparation stage was that whenever I could enjoy a solid 7-8 hours undisturbed sleep; I woke up fresh and ticking. We can't all hope to be Swami Vivekananda, who spent only four hours in meditation everyday, without sleep. You need that extra sleep when you have studied or worked extra. I remember sleeping for ten hours at a stretch on days when I had four-hour continuous coaching sessions. An afternoon nap, although may not be the best for health, does

wonders for building your productivity back to as high as when you started your day.

Love & Encouragement

Quotable quote

“In the midst of the probabilities and uncertainties that surround them, people want some anchoring points, some certainties, some faith that will serve either as a beacon light to guide them or as a balm to assuage them during the inevitable frustrations and anxieties that living engenders.”

Author Unknown

Let me not wax too eloquent on this subject except for using a very clichéd phrase that love can move mountains. If your parents and friends believe that you can achieve something, you certainly will. If they back you up, through every thick and thin, you will always come up trumps. Love, whether it's coming from parents, siblings, relatives or friends reinforce our belief in ourselves and this fact we have all experienced at some point or the other in our lives.

Hot Tips For Success

By now, you would have received a good idea about the major factors that contribute to success in the IIT-JEE preparation? Optimal use of time is definitely one of the most important factors. So I thought that although we are discussing more about the psychology aspect here, it might be helpful to the students to have a compiled list of tips, a quick scan of which would give them a bird's eye view of all the preparation that is required.

What are P-R-O-B-L-E-M-S?

- Prediction: Problems are there to mould our future.
- Reminder: They remind us that we are not so self-sufficient. We depend upon God and others to help us.
- Opportunities: They pull us out of our rut and cause us to think creatively.
- Blessings: They open doors we usually don't go through.
- Lessons: Each new challenge is our teacher.
- Everywhere: Problems can crop up everywhere and before everyone.
- Message: Problems are to warn us about potential disasters.
- Soluble: No problem is without a solution

The tips given in this chapter have been tried and tested by students who have succeeded in cracking the IIT-JEE exam earlier. So in a manner, these are coming straight from the horse's mouth to you. That said, I must also admit that by no means is this list complete, though I can assert with confidence that you will find it one of the most comprehensive.

Gleaned from my own personal experiences and from a few of my IIT associates, simply by repeating these tips a few times and by incorporating each into your life, you shall be able to overhaul your study methodology and extract the maximum out of your studies in the shortest possible time. Let me tell you, that's the true potential of these tips.

I. Working Your Physiology

Physiology refers to the state of the body. Remember the time when you were a kid, and the school bell rang after the last period? Or, the time, when your mother allowed you to play cricket or football after you had finished your homework? You had this big smile plastered on your face, your facial expressions conveying absolute, unadulterated excitement and when you received this news, you broke into a run? That was physiology working. Now remember the time, when you were sad after receiving some bad grades in class and a scolding from your Dad, or after losing a game of chess, and

you carried this long, gloomy face for hours afterwards, shoulders drooping, as if your world has collapsed around you. That was also physiology working on you.



We often do not realize it, but the physical state of our body has a direct and close relationship with how we are feeling and vice a versa. For instance, research studies on Biofeedback have shown that we

can control how we feel by controlling the physiology of our body. For example, if I were to sit erect, and pretend to be excited and try to relax and bring a smile on my face, very soon I will begin to feel excited and happy even about the most mundane things of life.

If you don't believe me, give it a try. Check your posture now. Are you sitting erect, while reading this book? Do you have an expression of curious excitement on your face? If not, change your posture and your expression, right away. Don't just pretend, change it. Very soon, you will start feeling good and grasp much more than you so far have.

Have you noticed that your productivity is often at the lowest level when you are sick or not feeling well? That's also physiology. Use this tool to feel good about yourself and your surroundings in order to enhance your productivity because physiology and productivity have a direct and proportional relationship. Sitting straight and walking erect are just two small physical activities that increase productivity.

So take a pledge that no matter how you feel, you will try to sit straight and walk erect. You will always keep a smiling and happy expression. My guru used to say, being serious at IIT JEE preparation doesn't mean that you have to keep looking stern and serious all the time. Be jovial and friendly. Also promise yourself that you will try to

whip up excitement about small things in life and keep a brave front, no matter what the provocation or the testing times that face you. Imagine how the time saved by working on your physiology can be used for doing all sorts of interesting things later for instance watching movies, playing with friends etc.

II. Optimal Studying Techniques

Here I will share some of the study techniques that I used or got in my research from other successful students when I was sailing in the boat that you are sailing in now:

a) Identify The "Best Time" For Studying:

Everyone has some high and low periods of attention and concentration. Are you a "morning person" or a "night person"? Use your power times to study new and difficult concepts; use the down times for more regular stuff or practicing questions you have already tried your hand at.

b) Study Difficult Subjects first: When you are fresh, you can process information quickly and hence save time. Most people tend to attack the easy things first but by the time they reach the more difficult topics, they are so worn out that they can manage to put half-hearted attempt into the difficult part. This way, they never get to give sufficient attention or time to the difficult subjects.

The solution to this problem lies in handling the difficult subjects (as perceived by you) first, when

you are still feeling fresh and energetic and keep the easy ones for later.

c) Use Distributed Learning And Practice Sessions: Study in shorter time blocks, taking breaks in between. This will keep you from getting completely washed out with fatigue in the end. Taking breaks works because when you are resting; your mind is still processing information, so even this time is not going waste. Create or find blocks (60-90 minutes) or chunks of time for handling complex tasks. Punctuate these with complete relaxation time. You should not even be receiving visitors or attending phone calls during this time. In fact, you should close all doors on communication at these times.

d) Try Clubbing Activities: Use the "Twofer" concept, i.e. try to combine two activities to conserve time. On the bus while commuting, or while waiting for an appointment with a doctor, carry your flash cards with you, which you can browse through. Or, while waiting in line for buying tickets to a movie, pull out your inorganic chemistry flashcards to mug in between.

e) Arrange All Stationary Before You Start: Get hold of all the information concerned with the subject you are going to tackle before you take up any study task. It can be very frustrating if you cannot find a notebook or a pencil amidst solving a tough problem. It is absolutely mandatory that you

have all your stationary at hand before you start your study session.

f) Time Management and concentration:

Concentration means going in a straight line from the current point to the goal point. Finish what you have in hand before you move on to the next project. Changing horses midstream can be demotivating, confusing, taxing and time-consuming. But if you do get stuck with a problem, switch topics to break monotony or to increase your speed. With a little practice, eventually, you have to learn to strike a fine balance.

III. Optimal Study Environment

Study environment has to be conducive and encouraging, so that you can give your maximum concentration. In this topic we will discuss all the external arrangements that you need to make, in order to enhance your retentive capabilities.

a) Make Sure that your surroundings are conducive to studying: This will reduce the impact of distractions. If there is a corner in the school hall or your apartment where there is noise and commotion, use this time to accomplish activities that require minimum amount of brain activity, like practicing questions that you have already worked at. Frequently, retreat in your private den where you would not be disturbed.



b) Neatness: Neatness and order are Heaven's and Earth's first law. Keep your things in perfect order so that you don't have to squander precious time resource in looking for things that "you put somewhere there". Research studies show that the time spent in placing things back to where they belong is less than looking for things placed

inappropriately. Nobody knows this better than me because I have lived both lives --- that of a muddle head who lost all things to being so fastidious that now I know exactly where I put each thing, and believe me, the latter technique works! So these days, instead of leaving multiple books and notebooks open on my table I have just this one book that I want to read and nothing goes missing!

IV. The Planning Stage

The importance of planning cannot be overemphasized. Some little more on planning?

a) Plan Your Day. Before you start your day, write down exactly what you plan to accomplish that day. Then prioritize the order of the tasks listed. This single step will save 50 per cent of your time.

b) Follow The Pareto Principle. According to this principle, 80 per cent of the work can be finished with 20 per cent activities. This applies to everything, e.g., 20 per cent customers account for 80 per cent profits. An awareness of this principle will help you plan and undertake activities that will account for 80 per cent of results in 20 per cent time. Happy?

V. Practice, Practice Till You Are Perfect

Practice makes a man perfect. For this you need to:

- Practice the same problem till you have understood the concept instead of using multiple sources.
- Practice until you have perfected the concept. A simple way to test this is to practice the problem that appeared the most difficult to you at least two dozen times, so that in the end it begins to appear the simplest.

VI. Modeling And Re-modeling

Modeling someone involves changing yourself to become like your role model. Look around and find successful people to model. Who do you think has 100 per cent chances of being successful? Try to model your personality after him or her. I understand that the other person's life may be completely different from yours but surely there would be some aspects that can be modeled? Figure out what these aspects are or could be. Role models can help you in:

- Gleaning success strategies from their lives
- Picking up their good habits
- Imbibing their principles as our own

VII. Mugging Concepts

A majority of the topics/subjects included in the IIT-JEE curriculum require an understanding of the basic concepts, especially relating to physics and mathematics. However, there are a few topics in

say, chemistry where you simply need to mug the formulae and apply them wherever needed. I am aware of a lot of complex memory enhancement and learning techniques to accomplish this task. However, the technique that worked for me is the simplest of all:

- a) I wrote the formula that I found difficult to memorize at least a 100 times till I knew its exact DNA
- b) And, I practiced questions based on those formulae for another 100 times.

Here 100 is just an example, do it for a number of times till you feel comfortable with it. Written practice is often the best option. In sum, the preparation for the IIT-JEE is different from preparing for any of your school tests as you need to have bigger retention spans because you would need to re-visit your course many times, before you can confidently attempt the IIT-JEE because the syllabus is quite vast and comprehensive. Thus extra effort is required for mugging and one has to ensure that the information one is mugging enters the veins and don't remain superficial.

VIII. The Trial And Tribulation Of Taking Tests

You have to prepare yourself for taking the final entrance exam in terms of practice and attitude. To

enhance your ability to take the exam with a cool head and grace you need to work on the following:

a) Practice Tests

- Do practice tests, as many times as you possibly can
- Practice them along with the real IIT-JEE test papers
- Check out all the previous years IIT-JEE test papers.

b) Temperament

If you begin to perspire or feel nervous during the exam, start thinking about all the others who are sailing in the same boat with you. Typically, after the first one hour of the test, students' concentration begins to wane. At such time, stop writing the exam and try to gather your thoughts by sending up a quick prayer or by quietly gulping a glass of chilled water. It will help. During the exam don't fidget or look around, trying to observe what others are doing. This will disturb their concentration also. And, when the exam is over, don't rush out to discuss the paper. If you find out that you have not fared too well, it might have a negative impact on your next paper.

One week before the exam, mend your sleep habits. You must try to take at least nine hours of uninterrupted sleep for peak concentration. Avoid

afternoon naps, as you may not get it on the day of exam.

c) When The D Day Dawns

- Read all the instructions on the examination paper carefully!!
- Remember to preview the test to see how much time (a rough estimate) you would need to allot to each section/question and in what order. Spend some time on this evaluation and categorization of each question. Then closely follow the order you have worked out.

Often you may face three choices pertaining to a question :

- A. You may know the solution to a problem.
(This may appear like a question you have already solved before or something similar)
- B. You are not 100 percent sure of the answer but believe that you can still attempt the question.
- C. You have absolutely no clue what the answer to the question is.

The golden rule

Attempt questions with the goal of pocketing as many solid marks as you possibly can. Always think, if I can attempt this one more question to increase my chances of selection, which one would I attempt?" Then go ahead and crack it. Best of luck!

Within these categories, attempt questions in the order, which you think, will consume least amount of time and get you the maximum scores. The format of the IIT exams changes from year to year. The tips that I have given here would hold true for the main exam (but not for the multiple choice section). Therefore, vary your strategy accordingly.

Few tips relating to multiple-choice questions,

- Be wary of the fact that the examiner might slip in a few questions that have a specific method of solving which you might know, but at the time of taking the test, it may take an odd half hour to solve that one question. I would advise you against that. Instead of wasting precious time on that one question, move on or take a wild guess with the answer and without hesitation move on to the next question.
- If you are in the habit of reading very rapidly, force yourself to read one word at a time. Identify the key words in the question and circle them. Key words may be technical terms or qualifiers like "never", "always", or "only". You may be surprised how often this simple strategy works. It will instantly caution you against misreading a particular question or missing an important detail on the first casual reading.
- If you decide to pass a question but intend to return to it a while later, circle out the question number so that you can locate it quickly and

easily and that you don't forget to come back to it. Put a slash through the circle when you are finally finished with the question.

- Read all the choices before selecting the final one, even if the first or second choice appears correct. Often, a latter choice in the series, such as "all of the above," may eventually turn out to be the best choice.
- If you are unsure of the answer, guess, unless there is negative marking for wrong answers. Even while guessing, do it intelligently using whatever partial knowledge you have of the subject to improve your odds of guessing correctly! Don't shoot wildly in the dark. Instead, you should be able to eliminate at least some of the choices as clearly wrong or just impossible. Cross them out and concentrate on the remaining ones. Hunt for key words in the answers and match them to keywords in the question. That's a foolproof strategy to employ.

Lastly, if you practice these tips a few times, you will eventually be able to devise your own strategy that best serves your interests. So happy going!

Straight From The Horses' Mouth

This chapter will give you a few true accounts of how some people made it to IIT. How they fought against all odds and came up triumphs due to the sheer dint of their hard work and perseverance. These stories can act as motivators for you and help you find a role model if you haven't been able to do so, yet. Read and enjoy!

#1.

Nitin Kakkar,

IIT-JEE-1996

IIT-Delhi

(Presently working as Senior Executive with IBM Bangalore, India)

I cannot easily forget the days when I was preparing for the IIT-JEE. My every waking hour was filled with just one obsession --- that somehow I must get into IIT-Delhi. Yet, if there were any golden moments in my life then, I would count preparing for the IIT-JEE-2000 as one of them.

Each day, I looked forward to solving tough problems; whatever I could lay my hands on. No doubt I had to apply *yogic* self-control on myself but the lessons in those days have stood me in good stead till this date. If I had a time machine, I would want to wind it back to those days again and make one more attempt --- just for the thrill of the

strategizing for the game and then feeling the adrenaline rush of winning it.

Best of luck to all of you who are preparing for the IIT-JEE and I hope that you are able to experience that “yogic zone” in your life that I experienced and that gave me such a feeling of “high”; of actually being transported into the tenth world.

Voila!!!

#2.

Shailendra Thakur

IIT-JEE 1995

IIT Delhi

(Presently working as a consultant with KSA-TechnoPak-India)

My advice to students preparing for the IIT-JEE is simple --- don't ever lose the battle of the mind. I was a very ordinary, government-school student. I did not have the advantage of jet-set teachers or the perfect, conducive environment to learn. Yet my inspiration and zeal kept me going. Don't harbour the complex that at the IIT-JEE you would have to compete against the best brains, the best prepared students from the best public schools. That might be true to an extent, but you don't always need role models to benchmark your performance. You can also be your own role model.

I understood that being a topper is no guarantee that I would also make it through the IIT-JEE. This entrance exam is so scientifically designed that you need something extra, something different to sail through it.

In fact, I was quite disappointed when I entered IIT and began interacting with my fellow students. While talking to them, it struck me that I could have got a better rank, if only I had tried a wee bit harder. The moral of my story is that although a number of students make it to IIT because of their previous track record, quite a large majority make it merely through their present hard work. They are no more exceptional at studies than you or me, nor do they all hail from big cities. Yet they make it because they set their mind on a particular goal and are honest and willing enough to put all their heart and mind into achieving that goal.

#3.

***Viji Raghunathan,
IIT_JEE-1976
IIT-Madras***

(Presently working as a consultant in California))

The year was 1971. I was studying in a small school in Coimbatore with a thatched roof. My female

cousins had been married off by age 18, and my sister by age 20 with the generally accepted "3-year college degree" for girls. I had heard about IIT, and had applied though no one at home paid any attention. My parents were abroad, and the uncle to whom I wrote asking for an IIT-JEE book (with 5 years of questions etc) did not respond. I heard through friends that schools in cities like Madras were giving their students coaching classes (this was before coaching became a booming industry). I had nothing but my higher secondary course books, and only 60% of those portions had even been taught at our school. On the day my uncle put me on the train to Madras for the exam, he said, "Go, you won't get in. I'll come and get you into Queen Mary's college." With these blessings, I went and wrote the exam. When the results came, (I had got in!) all hell broke loose. All elders were extremely upset. I had to defy venerated great-uncles and furious aunts and uncles to join IIT. Many years later, my husband's business nose-dived. I was able to apply for an MBA at Berkeley and we moved to the U.S. When he got cancer and was unable to work for several years, I was the sole-earner. It's one thing to tell daughters that they are strong and capable of much. It's another to be a living example. I appeal to all girls who like Maths or Science to recognize the global value of an IIT degree and consider it a viable option. I appeal to all parents of girls to want career-success for their daughters quite as fervently as they want it for their sons. I appeal to all teachers of girl-students to motivate girls in quite the same

way they motivate boys towards such goals. IIT gives not just an education but also a confidence that can change a life. It changed mine, and I thank IIT for it.

#4. Gaurav Aggarwal
IIT-JEE-1997
IIT-D

(MS from Ohio State University and currently working with Altair Engg. in Michigan.)

My advice to students appearing for the IIT-JEE is don't waste the last two years of your high school. I am saying that because I made two successful attempts (once in 1996 and then again in 1997) and although my rank in 1997 was much better than 1996, with a little more effort, I know, I could have done better the first time, as well.

During IIT-JEE-96, I scored an All India Rank of 1615, while my friend Anuj Khare (who is the author of this book) scored AIR 39 (*what an awful gap*). I decided to join the Delhi College of Engineering (DCE) because my rank was better there and after much contemplation, I dumped my success at the IIT-JEE.

Then after two months, I began to feel so frustrated at the fact that I was at DCE, while all my friends were at IIT-Delhi, that I decided to chuck

everything aside and give IIT-JEE another, serious shot.

I was very cool and confident this time. I had all my notes, *fundas*, and preparation registers in place so what was the point in worrying? Nonetheless, because I also had to cope with a full time engineering programme at DCE, I had to work extra hard for IIT-JEE and somehow managed to hold onto both DCE and IIT-JEE for dear life, till I'd crossed the JEE-97 hurdle.

That's how I gave the so called "toughest examination on earth" once again and thought I did decently well, and was expecting a rank in three digits, when we got the news that IIT-JEE-97 had been cancelled due to paper leakage in some parts of the country and now will be conducted all over again.

I felt crushed to death. All my hard work wasted. I had banked so much on this one exam and then this happens. I recall wetting my pillow all night crying, thinking there could not be a more unlucky person than me on this entire earth!

My parents also felt sorry for me, although they did not show this to me because there was nothing they could have done to lessen my grief. That's when, I don't know how, I mustered all my remaining strength and confidence once again and decided to take one last shot at the IIT-JEE-97. To take my

mind off the subject of my misfortune my Mom and Dad took me to *Badri Nath* and *Kedar Nath*, not so much for a pilgrimage as to make me feel better and it really did help.

When I returned, my DCE semester finals were just around the corner, after which I had only a month to play the last delivery of my IIT-JEE match. Throwing myself into the endeavour again, I got down to the basic business of making notes, revising, attempting practice tests and like a tail-ender went all out to hit the ball out of the park.

And guess what, as a good student of the Probability Theory, I got the problem solved the third time round as well. I did extremely well in Chemistry and Mathematics at IIT-JEE-97, although Physics was not such a cakewalk. Therefore, I was expecting something close to 1000, although my coaching gurus had predicted that my cut-offs could be higher, I did not expect I would get 867! Hurrah! My goal was achieved!

5.

Nikhil Rasiwasia,

IIT-JEE 2001

(Currently studying at IIT Kanpur).

I don't remember how many times I may have asked myself --- how did I make it?

Perhaps because, all my life I have graded myself at every stage, drawn-up performance charts, time management schedules, experienced that twinge of jealousy on seeing others perform better than me, and at other times just felt thrilled at bettering my own performance.

I was like any normal 17-year-old teenager, who was willing to put everything on stake for that one ambition (although I must confess I never traded my sleep for it). And now look how I am sitting before my computer today, in my room at IIT-Kanpur, trying to think of the wittiest, smartest thing to say to you guys and my mind has turned blank as a sheet!

But even as I think hard, my two years drive to get into IIT seems perfectly smooth to me, perhaps because I never had any doubts that I would not be able to clear the entrance exam. So that's my *mantra* to you --- Will, will, will and you shall succeed just as I did.

Whenever I had doubts, I would try to pull myself out of the blues by asking myself “Why not?” At the back of my mind, I knew I was giving my 100% to this effort (oops let me not say 100%, otherwise I should have got AIR# 1) and was ‘trying’ to overcome every road block on my way, so, “Why indeed won’t I make it?” And, do you know what? The “efforts” that I put into my system gave IIT as the output and my problem was solved.

Now if I were to describe the broad dimensions of my life here, I am sure I would run out of space on my Hard Disk (although I have about 80 GB space) because there is so much to tell and write about. You name an activity and we have it at IIT-K: Gliding, Astronomy, Hamming, Adventure Sports, a 100Mbps LAN Connection, and Internet in every Room, the works! We are not required to address our seniors as ‘Sirs’ or ‘Mams,’ and shall I tell you a little secret, they serve *Dal-Battis* (a delicious Rajasthani dish) at our canteen here. We even have an Animation Club, where we freak out till late into the night over a ‘*Bulla*’ session.

On the weekends, we have the regular movie shows. And do you know what? We don’t just study and study; we also discuss politics, humanities, the fate of the world and the spirit of entrepreneurship!

IIT-K boasts of several state-of-the-art laboratories. We have a National Wind Tunnel facility, an

Airstrip, all air-conditioned lecture halls, fully wired classrooms. The only thing missing is ‘You,’ indeed everybody who is reading this book today.

Therefore my advice to you friends is: Choose any destination in life, you will find a way to that destination from IIT. That’s my solemn promise to you!

#6.

***Rajat Khare,
IIT-JEE-2001***

(Director, Appin Technologies).

Circa 23 July’ 2001 – I entered IIT-Delhi. I had been there twice in the past. Once when my brother took me around to show me the campus (*and I remember I was so mighty impressed*) and the second time during my own counselling session. No doubt, IIT-D has a breathtakingly beautiful campus. But there are other factors as well, that inspired me to get there. Earlier, my impression about the IITians was, well, they are such boring bookworms! They would probably not have any time for any extra curricular activities or enjoyment. Today, I realise how completely off the mark I was. This is a place, where you can be anything you want to be; do anything you want to do and learn any skill you want to learn.

Honestly, I never thought I was cut out to be an actor. But these days, I am doing even that! Public speaking was another feat, I thought I could never achieve, but with exposure and gentle prodding I have overcome all my stage fear as well.

During my spare time I play cricket, soccer and when I feel too hot or stuffy, I just go out for a dip in the pool. I learnt Squash and Billiards at IIT. All my competitive spirit got polished here, because we have so many intra & inter hostel events that you keep getting pitched against the best. I have some friends here, who would die for a cultural trophy. And, the rollicking time that we have at our annual cultural festival is seen to be believed.

Initially, when I came here, I had had never wanted to go too deep into research. I had this impression (again a wrong impression) that research is what every IITian does and that's what makes them such studious and boring people. But the fact is we do not just engage in armchair empiricism here, we are also given lots of hands-on training.

I too got opportunities aplenty to work on live, industrial projects. I have lost count of how many short-term programmes in entrepreneurship, marketing, Intellectual Property Rights and others I have attended here. Once I was even sent to work on a project in Europe and twice with an Indian company and I can confidently assert that I learnt a lot from both these industry exposures.

IIT-D has such strong links with the industry that the theory that we are taught here has a lot of industry relevance. The best thing is that you come to hob nob with all sorts of successful people --- visiting faculty, scientists, leading industrialists, management gurus, literally handpicked from all over the world. They give us talks, conduct workshops and seminars and hearing their personal experiences, we are able to glean so much out of their lives and how they got where they have. Sometimes listening to these guys is a mind-blowing experience!

For those of you who don't know, we also have an IBM Research lab here, which is so well equipped, it counts as one among the six best research labs in the world!

I have decided that during my final year, I will take up a course in entrepreneurship and handle more industry-related projects. When I pass out of this institute, I plan to launch my own dreamboat and there again my IIT is going to support me, they incubate student projects, at least for the first two-three years.

But even if I decide to pursue higher studies my path is quite simple. I'll take GRE or GMAT and then get a strong recommendation from one of my professors here. IITians rarely get rejected anywhere in the world, at home or abroad.

This reminds me of a batch mate who plans to pursue higher studies in Fine Arts and another who is dreaming of joining a rock band. There, you see, we have a range of maniacs out here, each chasing his own dream.

Lastly, I feel very indebted to IIT because, in the final analysis it's my alma mater that has contributed to what I am today and in a manner also determined what I am going to contribute to this world.

#7.

Sarit Guha Thakurta

AIR 0422, IIT JEE 1999

B. Tech. Elec. (Power)

IIT Delhi

(Worked with ABB Ltd. for two months and is presently in ETH, Zurich, Switzerland pursuing a Master's programme).

"The most important thing to remember while preparing for the IIT-JEE exam or for that matter any competitive exam is never to lose your nerve. I say this because I see this new bunch of students packing off to a coaching factory in Kota and feeling suicidal even if one test goes bad. I remember reading an article in the newspaper recently (I think it appeared in *Rajasthan Patrika*) mentioning this 'IIT Phobia' and I know it's quite true. So my advice is folks, don't develop this

“performance anxiety.” It will do nothing but harm your prospects.

Ups and downs come in everybody’s life. I, for instance, was never a very good student at Physics. I managed to score just 60-65 in physics at IIT-JEE (During my time, we only had ‘Mains’ and each subject was marked out of 200). My next day’s paper was Chemistry and Maths. Had I lost my nerve then (because I didn’t do so well at Physics) I would have screwed up (*pardon my expression*) my other two tests as well. But thank God that did not happen and my rank that year was 0422!

#8.

Jasbir Juneja

AIR-525, IIT-JEE (1996)

IIT-Delhi Chemical Engineering

(Currently doing PhD. from RPI, Albany New York)

As somebody said it so brilliantly once "Competition breeds excellence." If I were to name one single factor that was responsible for my success at the IIT-JEE, I would say it was competition. Competition with the brightest of the lot, many of who were soon going to have an "IITian" tag stamped over them.

I remember that I was part of a socio-academic club, where we all loved boasting about our ability to

solve problems from Irodov. Secretly, we may have harboured many doubts, but outwardly we were this supremely confident bunch of brags.

I guess, it was the fact that I was pitted against these sorts of ambitious people, that I eventually managed to put my best into my drive. I had my friends to benchmark myself against, and they brought out the best in me. Finally, each one of us made it to IIT-D. Thank you friends for taking me to IIT-D.

#9.

Vinit Taneja

IIT-JEE-1974

IIT-Delhi

(Sr. Vice President & Director at the Institute of Quality Limited (IQL), an education and consultancy organisation)

I vividly recall my pre-IIT-JEE blues. It still gives me the heebie-jeebies. I had completed my ISC from St. Columbas, Delhi and had around four months time on my hands to prepare for the IIT-JEE exam. I enrolled at Sangal's classes in South Extension, New Delhi. This was regarded as a reputed IIT preparatory group in 1973, ranking next only to Aggarwal Classes.

I was a reasonably bright student in Maths but at the same time, I was quite careless and casual in my approach to IIT-JEE. My instructor Sangal had no

great expectations from me. Instead, he had pinned all his hopes on two other students and was hoping that at least, they'd come up triumphs, i.e. figure in the top 100 and do him proud.

I never let my misery show, although I was pretty bugged with Sangal that he always motivated these two, egging them on to study more but he was so indifferent towards me. That's when I decided that I had to prove him wrong. I had to surpass all his expectations.

I got down to my studies with a vengeance. I lit this flame inside me that urged me on and on to excel and excel at any cost. At this moment, I did not need anyone to tell what to do or how to do it. I got all my inspiration from inside me.

The examination came and went. Both my friends had done extremely well. This again became the animated subject of discussion at the institute's post examination review session and Sangal was thrilled at the prospect of finally making it to the newspaper headlines, courtesy these two gentlemen.

But when the results came, although both these fellas had made it to the top 100 (*If I remember correctly, one's AIR was in 60s and the other's in 80s*), do you know who was the dark horse? It was yours truly. In the North Zone my rank was sixth and in All India, I came 30th.

Rank apart, I learnt one lesson at this important crossroad of my life --- that nothing can motivate you more than your own personal desire. I dared to dream and my dream turned out to be true.

Today, I thank God that all three of us are doing so well. One heads the world-wide marketing function for a MNC food company, another is a CEO at a well-known, Indian telecommunications company and I am a Director of a leading education and consultancy organisation. And, of course, we still remain the best of friends.

10

Rajesh Kumar

IIT JEE-1998

IIT Delhi

(Currently working as software engineer at Insultec, India)

I don't come from a very affluent family, so my schooling in Kurukshetra was managed on scholarship and discounted fee. Then while I was still in eleventh standard, my brother suggested that I prepare for IIT-JEE. For some strange reason, he was very confident that I would be able to clear it. Frankly, till then, I had never heard of IIT. I discussed my plans with my teachers and they weren't very encouraging. Instead one teacher suggested I try my luck at some Regional Engineering College, as that was more up my alley.

I changed my school in class twelfth. Surprisingly, although the teachers at the new school were very helpful during the board exams (as a consequence of which I was able to obtain sixth rank in Haryana) they too weren't very encouraging when I discussed my IIT-JEE plans with them. Finally I got admission in BITS Pilani. But all this while, my brother was still keen that I appear in IIT-JEE.

On his advice, I stayed with him in Mumbai for almost nine months but couldn't afford any coaching. Luckily, I found an ex- IIT professor who agreed to coach me Physics and Maths for eight hours a week for a modest fee of Rs 1200 per month. This professor became a driving force in my life. He was so kind, he kept saying that I will make it within the first 500. In those days I was studying for 10-12 hours everyday with my brother keeping a hawk's eye on my progress. But my performance at the coaching institute's test series did not begin to improve until February. By March however I was more confident. I returned to Delhi on April 27 all set to appear in the exam, which was slated for the 2nd and 3rd of May 1998. The Physics exam was a disaster but I asked my family not to worry. Maths and Chemistry went quite well and that uplifted my spirits. Then came, June 1, 1998, the turning point in my life. I obtained 407 rank in IIT-JEE. To this day, it remains one of the happiest day of my, my family and my coach's life.

EPILOGUE

I really appreciate you taking out the necessary time in reading this book despite a busy schedule as a JEE aspirant or a parent. A lot of emphasis was put on different factors that contribute to success in IIT-JEE, the most prominent being determination that assembles the rest of them by itself. In these last pages of this book, I want to emphasize on more point and that is the ease of the IIT-JEE examination. It may sound contradictory to what you read in the book, but the fact is that although the benefits of being an IITian are plentiful and IIT-JEE does require significant hard work, I assure you that the exam itself is a very easy one for the prepared mind. There is more hype surrounding this exam than reality! And if you start this journey with a relaxed mind, and with a belief system that adequate directed practice will lead to success, you will find the exam much easier than you could ever imagine. Remember the belief that the IIT-JEE is easy exam, at least for you, will serve you, and ensure that you proceed with a happy and relaxed attitude towards the exam.

This is also an opportunity for me to thank you, the reader, for making this book a bestseller in the self-help category with over 100,000 copies sold. It is almost only a couple of weeks left when the next release of the book will be out. I have made a lot of improvements in this version based on feedback I

received from students and parents like yourself. In case you have anything to share, both positive or negative, or just want to share your story or ask a question, feel free to write to me personally at anuj.khare@appinonline.com. I try my best to reply to all emails I receive and love connecting with my readers.

I received over 1023 mails over the last 6 years asking various questions related to success in IIT-JEE. I have not been able to answer them all, but felt that these questions must benefit the future JEE aspirants. I have tried to pick out the 10 most frequent and important questions and answered them here.

Question: My name is Ravi, and I am pursuing my studies. I am preparing for IIT-JEE in Kota. Kindly suggest on how to boost up my confidence?

Answer: As you said you want to boost up your confidence, it's simply a matter of choice. Just decide to feel confident, and it's a matter of time that it would become true. Work hard and follow a specific plan. Make a note of your achievements, every day make a note of one achievement in your diary. As you keep growing with your plan, you would slowly start feeling more and more confident.

Question: Sir , recently I have read your book on psychology of success in IIT-JEE. I have not yet

finished my preparation and easily get de-motivated. Can you motivate me?

Answer: Motivation is an important factor that plays a very important role in enhancing efficiency and boosting productivity. Motivation drives people to perform their best in all the activities carried out by them. Lack of motivation hampers productivity and damages growth prospects. Motivation tends to be something that comes and goes. But why does this happen? It happens because we get distracted from our goal. The easiest way to stay motivated is to stay focused on your goal. My humble advice is this: there will be distractions, but your calling is true if all you think about is that passion and it continues to haunt you. You will not fail.

Question: I am Nithin studying at NITK. Can you also suggest what I should do at this juncture to get a rank within top 300? Do you think I have to sacrifice my sleep and try to complete portions as soon as possible?

Answer: If you want to be successful in your life, you must adopt these 3 ultimate success principles that never fail. They are be visionary, be committed and to be passionate. It's true that there is no alternative to working hard. I would recommend sleeping for 6-8 hours as recommended by doctors to be in top form while studying. You need to build strong concept on theories involved in topics as per the syllabus by studying them, thinking about them,

arguing about various alternatives and strong reasoning. Studying in peak state is equally important as number of hours you put for study.

Question: I am Gowtham, a student of 9th class living in Coimbatore, Tamil Nadu. I went through your book Psychology of success in IIT-JEE. I want to get success in IIT-JEE. Can you suggest me some easy ways to prepare for IIT?

Answer: Preparing for IIT is a personal decision and *you* have to commit efforts to that decision and commit loads of efforts. First of all, if you want to enter into IIT, then it should be your first and only option. What I know is, except for few cases, there is no James Bond in studies. All are good hard workers, learners and muggers who study a major part of waking life for 1-4 years for preparing for IIT-JEE.

Question: How to relieve pressure and keep positive thinking while exam preparation?

Answer: During exam time, students are forced to cram in a lot of information in a short time, making them feel insecure. Meditating for forty minutes once a week is a sure way to calm the mind. Especially for students, this would prove to be a great way to prepare for exams. Another way to relax is to take a break from routine. A short vacation once in 3 months is a good way of

relieving stress. This is an excellent way to calm down the stressed nerves. Students can also hang out with friends during evenings. Going for walks in parks or playing a sport such as badminton or soccer also helps to bring down stress and calm the mind. Other stress relief tips include sleeping, watching television, etc. In other words, doing anything else apart from the studying that is stressful would help bring down stress.

Positive thinking is a mental attitude that admits into the mind thoughts, words and images that are conducive to growth, expansion and success. It is a mental attitude that expects good and favorable results. One sure shot way of maintaining positivity is to stay around positive people. Another one is reading this book a second time!

Question: I am Karan Gupta of class VI. I have read your book but I couldn't understand about Time Management. So, can you please give me tips on Time Management?

Answer: One of the first things that students learn is that there is never enough time in the day. How can you keep yourself sane when you're overloaded with courses, research, teaching, and a life? Begin with using an academic calendar to keep track of your days. Time management entails more than keeping a calendar, however. It requires identifying your obligations, carefully considering their importance, and making choices about how to use your time.

You can use multiple To-Do lists, break each large task into actionable easy tasks, prioritize your tasks, set deadlines for yourself, be flexible, go with your flow and try to make use of time that you consider is wasteful.

Question: This is Madhur Khandelwal. I just read your book 'Psychology of Success'. It was really good. I am also preparing for IIT-JEE. I am not into serious studies. I want to get in IIT. Please help me out and tell me what I should do to improve my life as I am totally confused?

Answer: Choosing a career is an involved process that is based on a number of things, including your interests, skills, work-related values, and personality. IIT JEE coaching is one of the most serious coaching in India. It needs lots of hard-work, loads of sacrifices and absolute concentration. So before selecting your career you should make up your mind. When it comes to IIT coaching then there are no compromises at all. Your half-hearted preparations will never let you earn anything. You have to be best to get through the exam with desired ranking. Besides committing to success, you can choose to enroll yourself in a good coaching institute for IIT-JEE that will help you become serious.

Question: Will I get into IIT?

Answer: This is one of the easiest question to answer. Ask this question to yourself, my answer is the same as the one you have in your head. If you say 'yes' then you will get into IIT with strategized hard work, if you say 'no', then you need to change your attitude before you build dreams of your success.

Thank you all for the continued support and well wishes I received for this book. And if you feel, even if remotely, that you got some sort of benefit from this book, I intend, with your permission, to ask you back a favor. And that favor is my request to you to give 200% towards your preparation in JEE examination. I feel tremendously hurt when I see students lurking in the shadows, uncertain of their future despite the tremendous potential each one of them has. Each one of us have the same potential as the JEE topper, and please, please utilize that potential to the best of your abilities. I request you again, for one last time, give it your all and this will be your gift to me and yourself!

Book Appreciations

I am currently studying in 10th standard. I m an IIT aspirant and read your book 'Psychology of success in IIT-JEE' this week. Let me tell you that you have knitted one of the finest motivational jewel on this earth.

[Ayush]

I just want to thank you for writing SUCH an amazing book 'Psychology of Success in IIT-JEE'. It has helped me tremendously and boosted my confidence to heights I never imagined. I follow all the suggestions and advices in the book. My favorite is the timeOmeter. It has helped me realized where I was lacking. Thank you once again.

[Shreya Sharma]

I am Abhinav Goyal aspiring for IIT-JEE. Presently I am in 10th standard, Champion School, Bhopal. I recently studied your book "PSYCHOLOGY OF SUCCESS IN IIT - JEE". I was highly inspired after reading your book. It has been a great experience reading it and I am fully charged up for my coming next 2 years of preparation for the exam. I thank you from the bottom of my heart for giving such a beautiful gift in the form of this book. Sir, after reading this book I really feel confident for my success in IIT-JEE. Thanks a lot for inspiring me with your book. Most sincerely.

[Abhinav Goyal]

Sir thanks for writing such a brilliant book of psychology of success in IIT-JEE. I had not ever read such a motivating book. I have become your fan after reading that book.

[Jatin Gupta]

I'm one of the many students who have read your book "SUCCESS MANTRAS FOR IIT-JEE" I'm studying in 11th std. Due to some reasons my enthusiastic mind at once became phobic to IIT-JEE but since then I'm frustrated over my own decision . After reading you book I was able to understand every thing quite easily .The frustration met encouragement .Thank you so much for writing a tremendous Book.

[Anonymous]

Sir, I am an IIT-JEE aspirant, I have read your book Psychology of Success and greatly motivated. I want to thank you for writing this book for us & I promise you that I will be selected in IIT-JEE 2010 with a very good rank. Yours faithfully.

[Vikash dhanuka]

My name is Amey Totawar and I am studying in 12th std, I have read your book on psychology of success at IITJEE. Thank you for writing such a inspiring book

[Amey Totawar]

I'm Sagar from Orissa and I'm in 12th Grade and I'm an IIT aspirant I've just finished reading your book of Psychology of success in IIT-JEE. And I

must say it is fantabulous. I've got the necessary determination from your book. I'm really thankful to your book for providing me the necessary inspiration. [Sagar]

Hi this is Abhishek from Bokaro. After wasting one most important year of 11th I have read your book, I am so inspired from your suggestion. I am non schooling student and I definitely will crack the IIT-JEE with your guidelines. [Abhishek]

I have just completed reading “psychology of success”. It's really a fantastic book which can raffle up any student's spirit. [Ratan Guha]

